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THE PACIFIC PHARMACIST

VOL. 5

FEBRUARY, 1912

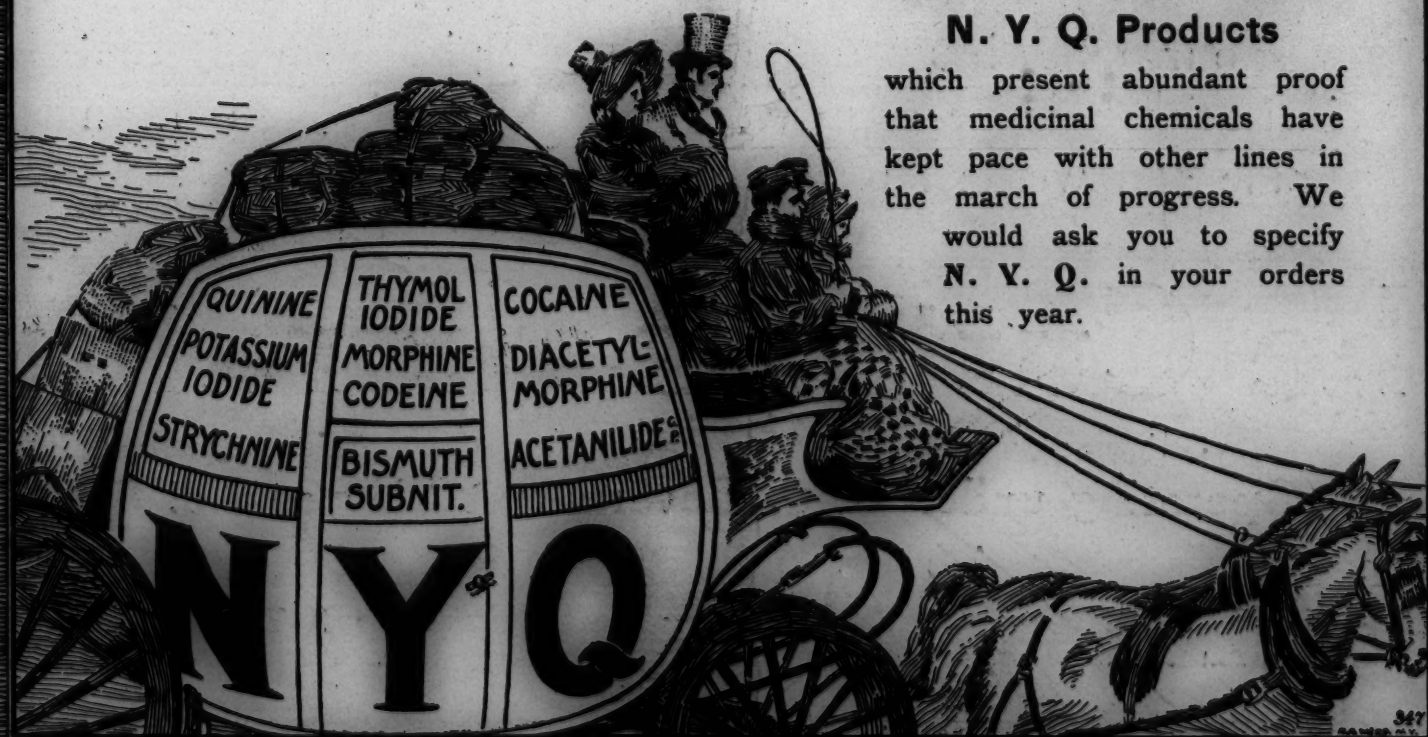
No. 10

OFFICIAL ORGAN OF THE CALIFORNIA PHARMACEUTICAL ASSOCIATION
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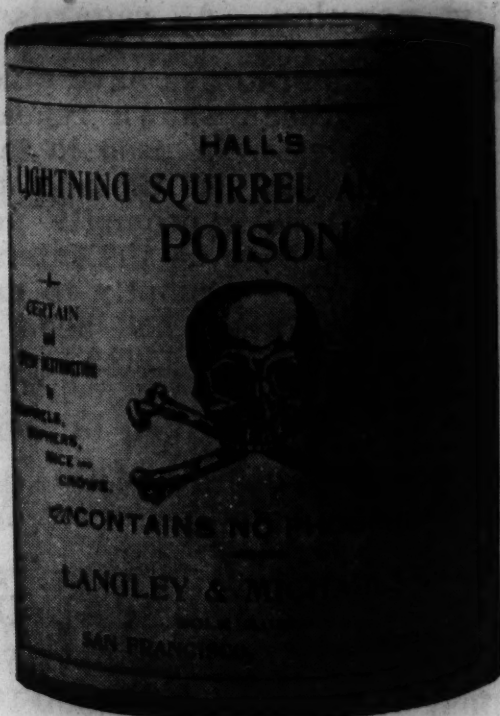
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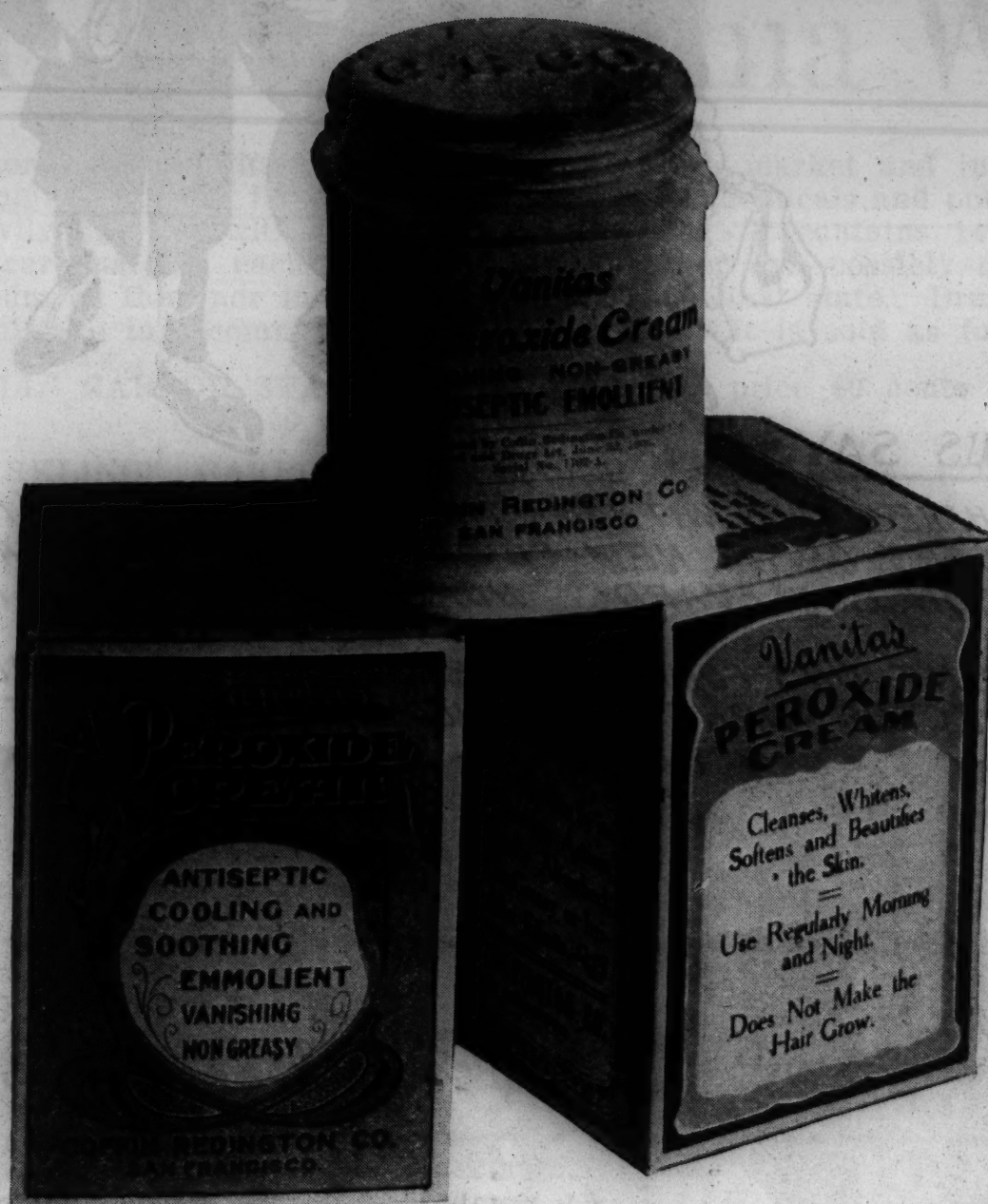
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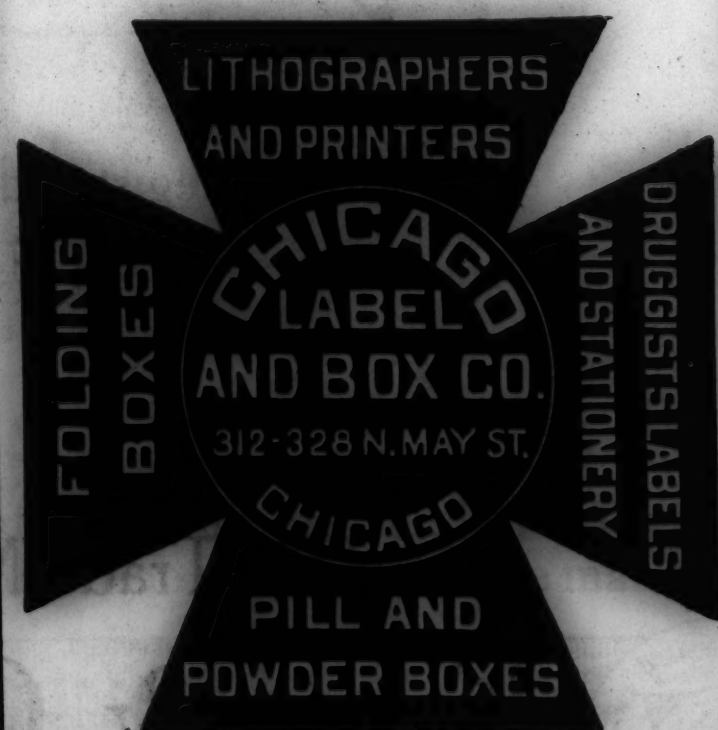
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Vol. 5

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ALBERT SCHNEIDER, Editor-in-Chief

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Editorials

THE DEL MONTE CONVENTION May, 1912, is not far off. The coming meeting of the CALIFORNIA PHARMACEUTICAL ASSOCIATION should be made the most important in the history of pharmacy in the State. Let us wake up to a realization of what should be done and let us get together and do it. Every progressive pharmacist in the State is duty bound to be there. Absence means indifference and indifference means stagnation and death. If you think you have nothing to come for or that you cannot give any assistance to the advance of pharmacy

you are decidedly in the wrong. We want you and we need you. Please make arrangements at once to come to Monterey, and plan such arrangements NOW. Do not wait until too late. The pharmacist who thinks he cannot spare the time and money to come to the annual meetings is out of place in pharmacy. He should hie himself to the tall timber or have himself buried at his own expense, as he is nothing more nor less than a pharmaceutical obstruction. Wake up, rub the cobwebs from your eyes, know that you are really and truly alive. Be with us at the Monterey meeting.

THE WASHINGTON STATE BOARD OF PHARMACY We hereby wish to express our high regards for the WASHINGTON STATE BOARD OF PHARMACY for their recent ruling in matters pertaining to pharmaceutical education.

On and after July 1, 1913, all applicants for examination as registered pharmacists shall submit evidence of having satisfactorily completed one year of college work in a college of pharmacy recognized by the Board and on and after July 1, 1914, the Board shall require evidence of having graduated from a college of pharmacy embracing at least a two-year course and recognized by the Board.

The Board will only recognize the two state schools of pharmacy in Washington, and such other schools or colleges in the country as hold membership in the American Conference of Pharmaceutical Faculties.

We knew there were some fine men in Washington, fine from every viewpoint and we knew that many of these fine men were interested in pharmaceutical progress, and yet we hoped and hoped that California would take the lead that Washington has taken. We are, however, not in the least jealous and we hereby extend to our sister state all credit in having taken the step that we worked for in California. Our intentions were good and we certainly exerted ourselves in behalf of pharmaceutical progress but we have been (temporarily only) held back by those who refused to listen to the voice of progress. In our progressive work we have been most bitterly and persistently opposed by our own Board of Pharmacy. We are satisfied that a Board of Pharmacy that persistently refuses to aid in the progressive movement of phar-

macy is not the right Board of Pharmacy for the State of California. We have on several occasions written to the Board suggesting co-operation in matters pertaining to pharmaceutical education and legislation but thus far we have not heard from said Board excepting in a condemnatory way as far as our efforts are concerned. But then, let it pass. What is the use?

Therefore let us take off our hats to the Washington Board of Pharmacy. Even though we have accomplished but little in our own State, let us show a proper appreciation for those men who had the strength of character to do what every state board in the United States must know is the right thing to do.

The members of the WASHINGTON STATE BOARD OF PHARMACY are James Lee, Seattle; A. F. Maxwell, Spokane, C. Osseward, Seattle; J. H. Classon, Seattle; P. Jensen, Tacoma.

CONFISCATED OPIUM We are in receipt of a letter from J. P. Zopf in which the writer expresses regret that the smuggled smoking opium is destroyed and not put to a legitimate use. According to a statement made by Col. Blinn, surveyor of customs at San Francisco, \$500,000 worth of opium was seized and destroyed in the two years just passed. This strikes us as a wanton waste. Why not sell this opium at auction to the highest bidder, for manufacturing purposes?

There is no question regarding the wisdom of a law directed against the opium evil, but we can see no good reason why the opium which was primarily intended for the use of opium fiends, should be destroyed. Why not use it in the legitimate manufacture of morphine for medicinal purposes?

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PROFESSIONAL
EDUCATION**

Most state universities give free courses in general science, in chemistry, in mining, in engineering, in literature, in political economy, etc., whereas the students of medicine, dentistry, pharmacy, law and veterinary science must pay high tuition fees. It strikes us that if any courses of instruction are to be free (or comparatively so) it should be those courses which are immediately concerned with the betterment of human welfare, as the healing of the sick, the supplying of proper medicamenta, the prevention of disease, the working out of new and better remedial agents. Let the doctor get his education just as free as the civil engineer. Why should the pharmacist be compelled to pay a tuition fee of \$125 per year when the student of literature gets four years of education without paying any fee at all? We cannot see the fairness in it.

There is every inducement offered for young men and women to enter the portals of higher learning and wrestle with "Das Ich und das Nicht-Ich" of Kant, the origin and evolution of the Germanic Umlaut, the possibilities and probabilities of complex algebraic formulae and geometrical and trigonometrical functions, etc., while on the other hand everything is done to discourage the student who may desire to properly prepare himself for the practice of pharmacy. It is decidedly unfair.

AMERICAN CHEMICAL SOCIETY

During the recent meeting of the American Chemical Society in Washington, D. C., December 27th to 30th, the Division of Pharmaceutical Chemistry held four very interesting sessions. The chairman's address was upon "Our Advances and Retrogressions in Pharmaceutical Chemistry."

The following papers were presented:

A. B. Adams and J. M. Doran. "Smoking Opium: Its Manufacture and Chemical Composition."

L. A. Brown. "An Improved Method for Assay of Aromatic Sulphuric Acid."

Jos. P. Remington. "Progress on the Work of Revision of the United States Pharmacopoeia."

W. O. Emery. "Estimation of Antipyrine in Acetanilid or Acetphenetidin Mixtures."

W. O. Emery. "Estimation of Codeine in Acetanilid or Acetphenetidin Mixtures."

F. P. Dunnington. "Some Unfamiliar Facts about Familiar Detergents."

R. Norris Shreve. "Suggested Modifications of the U. S. P. Assay of Opium."

M. I. Wilbert. "The Influence of Patents and Trade Marks on the United States Pharmacopoeia."

E. O. Eaton. "Estimating Small Quantities of Morphine in Mixtures."

H. C. Hamilton. "The Pharmacopoeial Requirements for Cannabis Sativa."

H. C. Hamilton. "Notes on Cannabis Indica."

A. G. Murray. "Estimating Small Quantities of Nitrogen."

A. D. Thorburn. "The Estimation of Morphine in Cough Syrups."

C. M. Pence. "The Bromine and Iodometric Methods for the Volumetric Estimation of Cresol."

J. B. Williams. "The Estimation of Morphine in Pills, Tablets, etc."

Frederick J. Austin. "Comments on Tests of the U. S. Pharmacopoeia, Eighth Revision."

J. R. Rippetoe and R. Minor. "Colocynthis U. S. P."

C. H. Briggs. "Alcohol Assays of Pharmaceutical Preparations."

L. F. Kebler. "Standards for Tincture of Ginger."

L. F. Kebler. "Standards and Methods."

Atherton Seidell. "A Bromide-Hydrobromic Acid Method for the Determination of Phenols."

The annual election resulted in the choice of the following officers: Chairman, B. L. Murray; vice-chairman, L. A. Brown; secretary, Frank R. Eldred. Members of the executive committee, L. F. Kebler, Atherton Seidell.

**Monterey Meeting C. Ph. A.
May 1912**

Original Communications

STORE MANAGEMENT

By J. A. Sanford

To attempt to give some helpful suggestions of a general character is about the best that can be done in a single paper; it is hoped, however, that some points touched upon will, through discussion, elicit further ideas and draw out helpful criticism. No attempt will be made to cover the whole ground. No system can be advanced to fit all cases; it can't be done any more than one suit of clothes can be made to fit any individual. Purposely, many topics have been avoided; particularly such as have been written about so fully and repeatedly in the Drug Journals and maybe you will think one or two topics have been treated at too great length; one of them, the subject of apprentices, may tire you; I hope not.

Free and fair discussion of topics brought before our sittings, should be our greatest reward, our greatest incentive to attend these annual gatherings. We can read the various papers as they are published, but ideas exchanged on the floor are lost to those not attending the meetings. Reading by title never struck me as belonging to a successful meeting.

After all is said, I never saw two blades of ribbon grass, two variegated leaves, or two drug stores just alike; it's better so; all have peculiarities, even hobbies; some good points and some bad ones; our friends tell us about the good points and often our enemies tell us about our bad points and unintentionally do us a friendly service. Some clerks if they would talk for the store they work in as strong as they criticise it, would

help immensely in the store's management and progress. Running a store successfully is one thing; just criticising what some one else is trying to do is quite different; the pull together is what gets the persimmons. Running expenses, rent, salaries and other incidentals are climbing up each year and prices cannot be made to climb with the rest. Whatever you do, or don't do, put the proprietor's salary down with other expenses; if he is no good he should be fired, if he is any account, he should be paid a salary out of the business; if the business can't stand a salary for him, that business needs a new boss. There is one running thing well to avoid, don't run down your competitor. You may size him up with smoked glasses, and they may be out of focus. He may possess a whole lot of good curves you didn't dream of until you start in to talk about him.

Help

No question has agitated or elicited more discussion among the retail trade than the question of help; by this, I mean qualified help; help that is qualified to fulfill the duties required in the drug handling and at the same time, meet the requirements of the State laws; there seems to be two causes that have a tendency to make the drug help more scarce than is the case with other lines; the first influence against a young man entering the drug trade has been and is now to a great extent the long hours, to which is added also Sunday work. The second proposition which faces the young man is the much greater responsibility in handling drugs than is the case with the dry goods, books, grocer's, hardware and many other

lines. With a multitude of laws to look out for, examining boards to pass, it's a wonder that good drug store help is not scarcer than it is. Without good help successful business is well nigh impossible. An employe's salary is not a matter of hours, it is a matter of action and results, not a matter of flying feathers.

I believe to get at the root of the help problem, the most effective way is to employ regularly entered apprentices, giving this apprentice all that the State law requires, and as much more as possibly can be done; before accepting a young man as an apprentice, I believe he should be employed for several months around the store, that you may have the opportunity to understand his temperament, his ability of action, his ability to learn and his likelihood of giving his time to study and staying with the business after once undertaking his apprenticeship. There should be some regular paper drawn up with definite stated conditions, as to work hours, and what the young man is to receive in the way of instruction. If the apprentice looks at the matter right, he will consider good instruction with moderate compensation worth far more than somewhat better compensation and poor and indifferent instruction. There was a time when no young man would be received into the drug trade without some clear understanding as to his apprenticeship; a young man who works faithfully in the general interests of the store is rightfully entitled to a course of regular, thorough and systematic instruction which will enable him at the end of his apprenticeship to go before the Board of Pharmacy without weeks of cramming and coaching to get ready for his examination; our experience has been that the apprentice who has done the regular work

required and has shown a desire to really learn has in every instance succeeded in passing the board, usually at his first appearance; under the system which has been recently installed by the State Board, he is given a card which shows his standing in each subject in which examined; from this, if he is honest and earnest, after being granted assistant papers he can easily prepare himself in a year or so to appear before the board for examination for licentiate papers. If the retail drug trade more generally would follow the State law in regard to apprentices and add a systematic plan of entering them upon their work for a period which covers three years with study, it will not be many years until there will be all the reliable men in the retail trade that it can properly support, and give to all such a fair compensation. In our own case with apprentices, they sign a three year contract; the first twelve months is on a stated stipulation, five dollars bonus is set aside each month as reserve; the second year is also on a stated salary with a bonus of five dollars per month; the third year is followed out in the same way; each year the monthly compensation being increased; the bonus, however, remaining the same, namely, five dollars per month until the end of the term; at that time the apprentice having fulfilled the conditions of the contract and ourselves having done the same, the young man is then paid over \$180 in addition to his regular last month's salary.

Education

I believe that I am right in saying that the one subject which students before the State board fear the most and fail in most frequently is the subject of chemistry; the reason for this is that it is one of the most difficult subjects for intelligent self-study. In the second place preceptors

are not up to date or particularly well versed in this subject; in those places where there is a high school, it is generally possible and a good plan for the apprentice who is able to attend as a special student, the chemistry lecture course in the high school. There is also another excellent course which is available for such students as have no knowledge of chemistry, namely the summer school at Berkeley; there are always two courses and sometimes three or four in chemistry; the one which appeals to the apprentice is the elementary course; any student with very little reading can be easily prepared to enter this; no examination is required. The knowledge given in this course I believe will be sufficient to meet the requirements of the board; there is great advantage in the high school and summer school chemistry course in the fact that it gives correct and up-to-date information, freely illustrated with experiments, and above all, it starts the student in a systematic course of instruction and study which is beneficial and influential in many different directions.

The advantage of the summer school attendance is that it brings the student in contact with our highest State educational institution. It is a good opportunity to study other branches; there is a course in plant study and systematic botany; there is also a botanic garden which exhibits hundreds of plants which are in the stock of the druggist; these plants are more or less grouped into families and serve as valuable object lessons. The study of botany should create an interest in the vegetable department of drugs which can be aroused in no other way; the apprentice when once interested in the study of botany, from that time on looks upon flowers, barks, roots, etc., with a different eye. It gives him a feeling removed from the daily drudgery; it takes away that

sort of automatic attitude toward pharmacy work that is detrimental and discouraging to the beginner; and I might add this also applies to others who are a long ways from being beginners. Additional to the influence in the confines of the store, whenever the student of botany is permitted to get into the fields, vegetation assumes an interest which no ordinary observer possesses, it enthuses new life and new interest in a country excursion and enables the student to go back to the inside work with renewed interest in no other way attainable.

The University of California Summer School gives yearly in the neighborhood of 170 distinct courses of study; therefore it will be readily seen that the apprentice attending this school for chemistry and botany or allied studies has a wide range of subjects to select from for general culture; the course lasts six weeks; the fee covering all selected studies is \$15.00, and with chemistry, a small additional laboratory charge; the climate at Berkeley at this season of the year is perfect, seldom having a day of sufficient warmth to produce any discomfort whatever; something which can be claimed by no other summer school in America; the study foundation laid for a student at this school is a great advantage, it may furnish a possible stepping stone to a regular course in a school of pharmacy. plant an ambition in the young man to take a systematic course, which cannot be over valued from a point of culture as well as from a financial view; any young man should, if possible, make great sacrifices to qualify himself in some regular school of pharmacy; this is not always possible; there are so many instances where it is next to impossible, that I have gone on record against the enactment of the law which forces young men to graduate from a school of pharmacy

before being permitted to present themselves to the State Board of Pharmacy.

While I advise this pre-graduate work in every instance possible, I do not believe that the law should make it compulsory. Certainly not until the State places the instructors in these schools on regular and sufficient salary so that the student may get his instruction tuition free.

Buying

Buying is easier than selling; it is much easier to get a store filled with goods than with customers; quantity buying sounds big, and we are so often told that So-and-so is on the quantity list. Just to land a big sale; Mr. So-and-so bit off so much, and so on. You know. I believe that in the main that the man who buys as he wants it, when he wants it, and what he is sure he wants from his local wholesaler is, in the long run, ahead of the game. The man who expects to sell you every seven or fourteen days is not very liable to try to make a sale to you that will make you feel as if you wanted to throw him out the next time he showed up. The man who don't expect to sell you but one bill in a lifetime is the man to look out for.

Over-buying means over-crowding, higher taxes, higher insurance and, most of all, deteriorated stock, out of season and out of style goods. One of America's greatest supply firms to department stores advocates buying moderately and often.

The man who wants to make a rush sale is another kind to look out for; he has a train to make, a date ahead and so on. The gold brick financier always does business with great dispatch. Herman the magician never would have become famous if he hadn't been quick. You can't count the skyrockets when they go up, but you can sort of measure them up

when they float down. Go slow in the big quantity and big discount bait from strangers; this bait may be set out for a sucker, the hook all out of sight until pay day. Have a want list, and have it handy, where the item can be jotted right now; the do-it-now man shines here as he will nowhere else. A well-kept want list will save one-half the expense for telegraph, telephone and express charges; then it's such a satisfaction to be able to deliver the goods when the demand comes.

Price

Some time ago I had occasion to pick up a certain piece of small hardware; to get the necessary number of pieces, I had occasion to visit six hardware stores and to my surprise the price in all six was exactly the same; now this is a satisfactory condition to both the buyer and the seller; the hardware trade is fully equal to the drug trade in the matter of small items. Lack of uniformity in price has caused no end of ridicule to be passed upon the druggist, leading the public to think that druggists' profits are so great he really don't know what to ask for his goods; this variation causes the people to lose confidence in us and gives some people a chance to call the druggist a robber.

The N. A. R. D. Price Book is the best help. I have yet seen toward getting general uniformity in the matter of prices. Special prices should be avoided as much as possible and one salesman should not attempt to under-price another and the boss should stay by his salesman in every possible way to maintain uniformity of charges.

A qualified pharmacist who has spent good money and years of study to become qualified is not likely to run down the price on legitimate drug sales, but it's folly for the druggist to try to put professional ethics on side

lines; handle them commercially or quit the game.

If you are to compete with department stores, get down to business methods.

Insurance and inventory stand close on each others' heels. The standard policy has simplified insurance matters, but have you read the fine print of this policy, about gasoline, carbon, ether, chloroform, etc.? If not, then you may be insured and may be not. If you have no inventory, you may be able to settle with the insurance company or they may settle you. In case of fire and no inventory, you will most likely take their terms. It's trouble to take stock, it's a hard job, and don't seem to pay any dividends. But it's the way and the only way to show you where you are at. Its facts and figures may jar you but it's a splendid good thing to be jarred now and then. The inventory is like a searchlight on your business; it's a statement of cold facts you should know, no matter whether pleasant or unpleasant; co-operative insurance is surely gaining ground, maybe not all insurance should be so carried, but there is no reason why this form of insurance cannot claim a part of our burden, and, too, at a greatly reduced rate over present schedules. Statistics show drug stores to be a good average risk. If the co-operative company properly distributes or scatters its business it's as safe as any; of course, granting any reasonably good honest competent management.

The matter of salary is the biggest item of expense and the most important. Pay all you can afford and try to afford enough to get good men around you. The best proprietor with energy and capital can't build up a business as fast as a poor salesman with the big-head and indifferent or lazy can pull it down. The best customers are not always the best

looking or the best dressed; most clerks seem to think so, but it is a wrong conclusion. At any rate treat people and meet people on a uniform basis; some people like to joke a little, but don't try jokes on strangers; some folks can't see a joke; some others don't want to.

Literature

Some people read Puck and Life regularly, others never do. A great many others never read the Saturday Evening Post or Munsey. When you start in to jolly a customer, be sure of your ground; that customer may have an illness at home that may mean a funeral in a day or two; in such cases being cheerful is good and jokes no good. No drug store should be without at least one good drug journal and two or three are better, and one good medical journal should be maintained. The exposures of American and foreign medical frauds, including manufactures and manufactured products, form interesting and valuable reading in the columns of the journal of the American Medical Association. Often the information given in a single issue on pharmaceutical frauds is worth the cost of a whole year's subscription. Let the journals float around the store. Now and then one will get lost, but it will plant a lot of good seed before it drops out of sight; this seed may not develop into a great mustard tree, but it will do all the boys good, just the same. At the close of the year have the drug journals bound up with index; not a week will go by that they will not answer some troublesome question and bring dividends, too. Some well-paid clerks seldom look much to journals; when they once get through with the Board of Pharmacy they seem to feel that they know it all. With such a repeated examination once in five years or so would be a mighty stimulus to peruse

at least one drug journal and buy a new chemistry book or book on pharmacy now and then.

Putting unsalable or returned wrapped parcels of drugs back in containers is slovenly and lazy; if the stuff goes back at all put it in with the other contents and be done with it; it's then in the right place and condition to sell from; it's generally safer to throw away small lots of returned drugs, especially if powdered, than to run the risk of mixing with stock.

Food and Drug Laws

Food and drug laws have come to stay; some of the laws are fine drawn and can be administered to a degree needlessly troublesome and beyond the demands of public safety; it is to be said that in the matter of labels and the marking of guarantees, that some of the responsibility should be fixed on the man making the sale and not wholly on the proprietor; correct labels may be abundantly supplied, but if not applied to goods going over the counter at time of sale, the store may be put in a bad light by an employee's neglect. Parcels of goods, poisonous or innocent in character, are better plainly marked on the parcel. It also reminds the consumer where the goods come from. Herbs and many vegetable drugs should be more carefully handled and be better cared for. Many of our oils should be examined and tested at once and the chemistry bearing on these particular goods should be studied carefully; no line of goods we handle are, I think, so much open to suspicion or sophistication. U. S. P., N. F. standards and alcohol percentage are not the whole business. More attention must be given to quality and condition of our stocks and we must get better facilities for testing and examining our goods; our business position morally demands it and the laws compel it.

Cleanliness

Cleanliness is admittedly next to godliness in a general way. In a specific way this is certainly true of a drug store; the furniture don't need to be mahogany or quartered oak; clean pine or neat wood work looks acceptable and is satisfactory to the average customer. A dirty sloppy silk dress is not nearly as attractive as a clean neat calico. Most patrons of the drug store are not well or cheerful themselves, or some of their folks are in sickness; dirt and disorder don't look good to the customer in either case. Even dusty customers appreciate a dustless store. To sick or well dust and dirt repels where cleanliness and light attracts, like a sweet flower to the bee.

Let the cleanliness start in the back room and reach right out to the extremity of the sidewalk; look out for the sidewalk on windy days, especially the walk wants to stay clean all day and especially a busy one. Don't let the walk in front of the store look like the steps of a house that has been vacant for six months; you all know what this looks like; it's the next thing to death; one, as he goes by such a house, feels as if may be they did all die in there. It isn't a good plan to let the public get to thinking you are a dead one. Then, too, there are some very clean department stores, five and ten-cent stores, grocery stores, etc., that are fishing for the very customer who noticed your dirty front and sidewalk.

Fixtures

Don't spend thousands of dollars in fixtures and have doors and drawers in cases and in walls left half open; some men never fully close a door or drawer when taking out goods; they are later going back to close the door or drawer, but the later time don't seem to come; some men expect and need a porter to follow them up.

I have stepped into nicely fitted up stores that looked like a fright with half-open doors, drawers, and cases, etc.

Finally if you don't know just what to do next in the way of management, just play customer; put yourself in the customer's place; get the customer's point of view; get outside of the counter and get a look in and maybe you will discover some weak points and if you are open to suggestions, something may occur to you then and there. Just resolve to correct that something that don't look good from the customer's point of view. Don't allow the boss to get the know-it-all feeling, or have him feel he must always be getting a larger hat. Therefore, now and then the aforesaid boss, who hath too much ego, should call himself down for his own good; it may materially add to his employee's comfort and be a benefit to his trade.

[This paper by J. A. Sanford concludes the papers read at the Sacramento meeting of the C. Ph. A.—Ed.]

THE UNION MEDICAL COLLEGE, PEKING, CHINA

As one goes round and sees the dire need of the people and the hopeless condition of the present native practitioner, one realizes how much good must come to China and her people as a result of the splendid effort now being made in many centers to give a medical education to numbers of her young men. This matter of medical education in China is one which is occupying the minds of many of our ablest medical missionaries and also engaging the attention of their home boards. All praise is due to those mission boards which have set their missionaries free to engage more fully in this work. The fact that these men are not working as so many separate units, but in all the large centers are uniting their

efforts to form union medical schools, bids fair to secure an ultimate success which separately they could never hope for.

This union work has resulted in the establishment of the Union Medical College, Peking, China. The work there established is very much similar to work being done, as intimated, in all the large cities in China. At these schools many young, bright Chinamen are given a thorough training in practical medicine and surgery. As men cannot well treat women in China, because of social practices, work is well under way, especially at Canton, in the nature of medical colleges for Chinese women, who are trained especially in the diseases of women and children. More than this, there are in China a considerable number of foreign schooled Chinese women practicing modern medicine. I personally know of two who are graduates of Ann Arbor, Michigan. They are doing a most magnificent work among the women and children, one at Kiukiang and the other at the largest city on Lake Poo Yang. Of course, all this work is under the auspices of the medical missionaries upon whom too much credit and praise cannot be bestowed.

The work of the Union Medical College, Peking, is of especial interest as it is not only encouraged but partly supported by the Chinese Imperial Government.* This distinction is shared in by but very few foreign schools. The graduates received the diploma of the Chinese Imperial Board of Education, and these diplomas were presented by the Grand Councillor. These facts prove the awakening of slumbering China and give evidence to the confidence the government places in earnest, faithful, foreign

* Of the most particular note is the fact that this is the first instance in history of the Chinese Government conferring a foreign degree upon any of her subjects.

workers. More than all this, members of the imperial household and high officials are annually received into the hospital of the college for surgical treatment. The Chinese place great faith in the foreigner's surgery. They will rarely undergo operations on the abdomen but very readily submit to other surgical work. In the line of medicine, a general faith in foreign medicine in preference to native medicine has not yet been established in the native Chinaman.

A report of the graduation exercises which took place at Peking, Friday, April 7, 1911, is given as follows:

What the missionaries of 1901, gathering up the scattered remains of mission work in Peking, saw with the eye of faith, we were privileged to see in actual fact. The ceremony had been long postponed owing to the exigencies of the plague work in which nearly all the graduates were engaged. At the earnest request of the authorities it was decided to arrange matters so that they might continue their valuable work till the end of March.

There being no room in the college large enough to accommodate the expected guests, a spacious pavilion was erected and was made very gay with decorations in which the flags of China, America and England predominated.

His Excellency, Grand Councillor Na Tung, who represented the throne at the inauguration of the college, was again present to address the graduates and present them with their diplomas. Representatives of the various boards and other high Chinese officials were present and many others sent good wishes and congratulations. The International Plague Conference, then in session in Mukden, sent the following message:

"The International Plague Confer-

ence unites in congratulating the Union Medical College on the graduation of its first class of students today. They welcome the graduates to the membership of the medical profession and send them their best wishes for a successful career. Sze."

The various missionary bodies of the city and neighboring cities and districts were fully represented.

Thirteen of the teaching staff of the college were present on the platform and made a brave show in the varied academic costumes of their respective colleges. The sixteen graduates were attired in caps and black Geneva gowns with facings of purple satin. The foreign style of head-gear obscured the fact that all but three had sacrificed their queues to the needs of plague work and the growing sense of dissatisfaction with the appendage. Three of them had gone the whole way and were dressed in foreign style.

The college diplomas were printed in English and Chinese with a border of green and gold dragons and in the center the Aesculapian sign over the college seal in red—the effect was quite distinctive and pleasing to the eye.

The diploma given by the Imperial Board of Education was quite plain, stamped with the purple seal of the board.

Sir John Jordan, the British Minister, presided and gave an address, mentioning the difficulties encountered in the beginning of the school and its progress, congratulating the students for their good work. paid tribute to the faithful students of the college who lost their lives in the work of helping to stamp out the plague scourge which devastated northern China during the past year, and exhorted the graduates to give their services to the rich and poor alike. He implored them to assiduously culti-

vate their professional skill and to make it a valuable asset in the advancement of the great empire whose illustrious Empress laid the foundations of the Union Medical College.

After other speakers, the American Minister, Hon. J. W. Calhoun, followed with an eloquent tribute to the noble and self-sacrificing work done by medical men all over the world in the investigation and combating of disease, which has made it possible for men to live and work in safety in places previously devastated by yellow fever, malaria and other diseases. He spoke of the doctors of the college and many of its students having done nobly in helping to combat the plague in Manchuria, Tientsin, Peking and elsewhere.

The Dean, Dr. Thomas Cochrane, made the following statement during the course of his address:

"We have tried to create a medical nomenclature and a medical literature in the wonderful language of this country. We are still translating books and intend to keep our students abreast of the times by publishing a monthly medical magazine. We did not adopt the easiest method and teach our students in a foreign language."

Much of the school work in China is done by first teaching English and then teaching science, history and literature, etc., in the English. Even where this work is conducted in the Chinese language, as it is done by many of the older men, it is comparatively an easy task compared to teaching medicine in the native tongue. The difficulty lies in the fact that in Chinese we find no equivalent for the medical terms. A medical vocabulary must be manufactured. This also for the names of drugs and the same conditions exist largely in all teaching of science. The college already has a considerable number of works on medicine and surgery, materia medica,

etc., translated and a great amount of translation work is at present under way. A Chinese Medical Dictionary represents a feat hardly to be imagined, but this almost insurmountable obstacle to medical college work will soon be a reality. A monthly medical journal will appear before the end of 1911.

During 1911 103 students were in attendance at the school work. These men came from thirteen of the eighteen provinces of China and this fact again gives evidence of the reputation and renown of the college. It must be understood that there are a considerable number of schools and hospitals attempting medical education of Chinese.

As dissection is not allowed in China, naturally the work in anatomy and surgery is somewhat crippled, but the deficiency is largely made up by the employment of excellent models and charts and clinics.

The course covers about the same work as that done at the average schools in the states, and presumes a thorough high school preliminary education.

To this college is due the discovery of the first plague case in Peking, and the work immediately started and already under way saved Peking from a devastation from plague. In fact, the recent work done by medical men in saving China from extinction by plague has done more to cause the Chinese people and government to favor and encourage foreign medical work and general missionary enterprise than anything else in the history of the past. Also a much kinder feeling toward all foreigners will be a direct result.

The following statement is made relative to the result of the examinations:

"In the final examination the results of the written papers and the

oral tests showed a standard not lower than that attained by the average European graduate, and the board thinks that the college authorities have every reason to be congratulated on the class of medical men it has contributed to the profession."

The final examinations were conducted by an International Board of Medical Examiners and at the examination officials of the Imperial Board of Education were present.

The following is the list of graduates:

Ch'u Yung-p'ing.	Wang Chiu-te.
Hsish En-tseng.	Hsueh Shou-yi.
Hsu Tso-ming.	Ho Sheng-ch'ang.
Wu San-yuan.	Shih Chi-yung.
Fan Fu-lin.	Ma Te-ch'ang.
Wang Huei-Ch'uan.	Tien Chih-yuan.
Liu Yi-te.	Li Yu-ch'un.
Wang Ch'ang-ling.	Wang K'uei-shan.

The following is representative of work done at a missionary hospital in China. At the Peking Hospital, during fifty years, over 1,500,000 treatments have been given.

The statistics for 1910 are as follows:

Out-patients:

First visits:

Men	13,254
Women	5,640
	18,894

Return visits:

Men	20,811
Women	8,525
	29,336
	48,230

In-patients:

Men	713
Women	143
	856
	49,086

Contributed by J. F. Rupert, U. S. Navy, Hospital Steward.

Shanghai, China, August 15, 1911.

She Took the Hint

"The more I see of men the better I like dogs," said the grouchy boarder. Whereat the landlady passed him the sausages.

**UNVEILING THE TABLET TO THE
MEMORY OF WILLIAM MARTIN
SEARBY**

On Sunday afternoon, January 21, 1912, the marble tablet in memory of the late Professor William Martin Searby was unveiled in the hall of the California College of Pharmacy building. Gasten E. Bacon was master of the ceremonies and the speakers were as follows: President Benjamin Ide Wheeler, Dr. Albert Schneider, Dr. Josephine Barbat-Winslow, Frank T. Green, dean of the College of Pharmacy, K. B. Bowerman, president of the Alumni, and Valentine Schmidt, one of the directors of the college.

Mr. Bacon gave a brief and concise history of the College of Pharmacy from its foundation in 1872. He told how Searby had served as president, director, secretary and dean at different times, how for over 35 years he was in active charge and in this time succeeded in making it rank high among similar institutions of the country. Mr. Bacon then introduced the president of the University of California. President Wheeler spoke highly of the work accomplished by Searby during the time he was connected with the university.

"Dr. Searby," said President Wheeler, "knew what he was here for. He had a mission among us and he regulated his life according to the deep perspective background of our lives. His was a stable character and what he was and what he has built is beyond price to California. I ask that those of us who love California will pray that more of such stable men may arise among us for the betterment of the race and the uplifting of mankind."

Dr. Albert Schneider was next introduced and he spoke of the work of Prof. Searby along the lines of educational progress, both on the Pacific

Coast and in the American Pharmaceutical Association.

Mrs. Richard Rees sang "Song of the Soul" by Breil; Mrs. Guy S. Millberry acting as accompanist, and later in the exercises again sang Grenier's "Hosanna," Mrs. Millberry again accompanying.

Dr. Josephine Barbat-Winslow next spoke as follows: We are assembled here today for the expression of one grand thought, to do honor to the memory of our dear friend and teacher, William M. Searby.

But few persons were fortunate enough to know him as I did. Long before I thought of going to college he gave me kindly encouragement and strongly advised me to enter as a student — as there were no women pharmacists at that time.

Throughout my entire college career he was my staunch friend, through his efforts I was appointed instructor in botany and later in materia medica.

The women graduates of this college owe much to him. He took a deep interest in each one of us and was untiring in his efforts to help and instruct us to reach the top round of the ladder of fame and pharmacy.

His kindly smile, his gentle patience and goodness endeared him alike to students and friends—and it can be truly said,

"None knew him but to love him,
None named him, but to praise."

Professor Green, dean of the college, was the next speaker and spoke as follows:

We have met today to unveil the tablet commemorating the life work of Professor Searby. This is the anniversary of his birth, for he still lives. He lives in the memory of those dear to him, in the hearts of those near to him, in the aims of hundreds of his students of the past, in the ideals of the college with its alumni, its direct-

ors and its faculty. Physicists tell us that a pebble thrown in clear water makes circles that keep moving ever forward. Just so his life, devoted to others, his teachings and his example go ever onward, always to aid, to uplift, to guide.

Mr. Bowerman spoke on behalf of the Alumni as follows:

It is extremely appropriate that the Alumni Association of the California College of Pharmacy should take part in these memorial exercises in honor of Professor Searby. All of the Alumni were his students and his absolute belief in our ability to make good kept many of us at the task when funds were short and ambition was low. I remember calling at his pharmacy one day, when I noticed posted on the desk at which he sat this motto, "This, then, to thine own self be true and it shall follow as the night the day, thou canst not then be false to any man." We who knew him well, know how truly he lived up to that motto.

The Alumni are completing arrangements for the placing of a marble chair in the Hearst Greek Theatre at Berkeley in memory of Professor Searby. The funds for this purpose were contributed entirely by members of the Alumni Association and were obtained through the efforts of Mr. I. Tobriner of Oakland, class '93. We hope to have this memorial in place by Fall, when it will be dedicated with appropriate exercises.

Mr. Valentine Schmidt, to whom most credit is due for the erection of the memorial tablet, next spoke.

So much has already been said in eulogy of our dear departed friend, I feel anything I might add would be repetition. I have known Mr. Searby about 35 years. My first meeting with him gave me the impression of a man of sterling qualities, a man of learning, magnetic, truthful and honest. It

was a case of love at first sight, and this love increased as the years rolled by. We became associated together in college work, when the college was in its infancy and struggling for an existence. Mr. Searby's ideal was to elevate the standard of pharmacy and place the California College of Pharmacy on an equal footing with the best Eastern colleges; how well he has succeeded need not be told. He lived to see his fondest hopes realized. His sole aim was to advance the standard of pharmacy, educate the young and fit them for their life's work. Hundreds of successful pharmacists all over the State are today singing his praise as a result of his efforts, and in doing that work Prof. Searby has built a monument for himself stronger and better than any chiseled out of marble—a monument that will endure when this memorial tablet in the college hall shall have crumbled to dust.

The following letter was received from Prof. W. T. Wenzell:

It is with sincere regret that I have to acknowledge that circumstances have not permitted me to attend your meeting. Regarding your request to say something in remembrance of my late and lamented colleague, Prof. Searby, I beg to say that I cannot but utter the highest encomiums upon the worth and ability of the man whom I have always considered to be the ablest lecturer of our college. I distinctly remember the circumstance when I was asked by the board of trustees, in December, 1872, to select a faculty for the new college. I called first on Wm. M. Searby and tendered him the chair of materia medica. At first he hesitated, but finally at my urgent entreaties, incidentally remarking that instead of professor the title of lecturer would be, in his opinion, more

proper. It will at once be seen that his ability to fill the honor was only exceeded by his modesty.

Personally, I can acknowledge the superior qualities of the man, who has so worthily occupied a professorship in our State University for more than a quarter of a century with honor to our college, to his colleagues and also to himself.

After Mr. Schmidt's address, the tablet was unveiled by Edmond Searby, grandson of Professor Searby. The tablet, which is of highly polished brown marble, adorns the east wall of the pharmacy building's lower corridor, and in letters of gold bears the following inscription:

"Memorial. William Martin Searby. Born 1835; died 1909. Devoted his life to the advancement of pharmacy.

"Served as president, director, secretary and dean of the faculty.

"Professor of pharmacy and materia medica."

Letters of regret at not being able to be present and expressing high praise for the man, W. M. Searby, were received from James G. Steele, Robert J. Alther, W. P. Redington, Dr. J. H. Dawson and others.

The exercises concluded with the following address spoken in a sincere and touching manner by F. W. Searby, the only son of W. M. Searby, who spoke as follows: .

On behalf of the family and friends of the man to whose memory we have met today to do honor, it is my great pleasure to thank you all and especially his old colleagues for the part they have taken in today's ceremony. It rarely happens to a man to enjoy the approbation of his fellow workers to such an extent as my father did all through his life. He did not have to die to be appreciated, and it was the loyal support of those who worked with him which urged him on in his unselfish devotion to this institution.

There are some men here today who can remember the beginning of this effort to raise pharmacy to a higher level, and who know of the trials and discouragements with which its founders contended. It took courage to start and pluck to keep it going. In the early seventies the idea of professional education on this coast was hardly thought of, and we ought to honor all the men who could see the great future which would develop and admire their foresight in preparing for it. In erecting this beautiful tablet to one of the founders you have done what he would have chosen to do for all of them. May his spirit be with you always.

THE SEARBY MEMORIAL CHAIR FUND

I. Tobriner

Several years ago a plan was originated by the authorities of the University of California to provide and install marble chairs in the diazome of the Greek Theater in Berkeley. The funds for these chairs were to be contributed by the various graduated classes and the chairs dedicated to these classes or to any individual whom a class might designate.

The trustees of the Alumni Association of the California College of Pharmacy decided upon raising a fund for this purpose. It was also decided that the chair so provided was to be dedicated to Professor William M. Searby as a testimonial in appreciation of all he had accomplished for the advancement of pharmaceutical education.

For this purpose a committee was appointed, consisting of Dr. H. M. Simmons and the writer. This committee, upon communicating with the authorities of the university, was informed that it would require about \$125 to purchase a marble chair in accordance with the design and plans which had been approved by them. The com-

mittee went to work and after more or less delay succeeded in collecting the above amount.

In the meantime the plans for marble chairs had been elaborated upon somewhat and the Alumni Association has been advised that the cost of same will amount to about \$235, as the letter published below, written by Mr. W. Henderson, Secretary of the Regents, to our Alumni Secretary will indicate.

Of this amount \$220.50 has been subscribed and \$202.50 of the same has been collected and is in the hands of this committee.

Those who have not had an opportunity of contributing to this fund and are desirous of subscribing to same, their subscriptions will be gratefully received by this committee, and their names added to this honor roll.

Since the origin of these plans, Professor William M. Searby has passed from amongst us to the Great Beyond and it is now intended to dedicate this chair as a memorial to the memory of the Father of Educational Pharmacy in this State, a man whom we all loved in life and whose memory we all cherish, honor and revere.

* * *

The following is the letter alluded to in Mr. Tobriner's article:

University of California, Office of the
Secretary of the Regents.

Berkeley, April 26, 1911.

My Dear Miss Dolcini:

A second marble chair, exactly like the first one, has recently been ordered, to be installed in the Greek Theater. It is being made in Italy, and the price, delivered at Berkeley, will not exceed \$225. The incidental expense connected with its receipt and installation will probably amount to about \$10 more. It would indeed be a matter of deep gratification to the university should Professor Searby's long and devoted services to education be commemorated by a marble chair in the Greek Theater. Very sincerely yours,

W. HENDERSON.

Miss Mabel B. Dolcini,
St. Luke's Hospital, San Francisco.

Scientific and Pharmaceutical Notes

THE INTERNATIONAL OPIUM CONFERENCE

The International Opium Conference which has been sitting at The Hague since December 4th, 1911, adjourned for the Christmas recess on December 23rd, and will, it is understood, resume its sessions on January 8th, 1912, when an early completion of its labors is anticipated. The main object of the conference is to put into the form of an International Convention the resolutions which were arrived at by the International Commission held at Shanghai in 1909. A conference, diplomatically speaking, is a far more important event than a Commission. The representatives of the different nations attend as plenipotentiaries, with authority to sign, subject, of course, to ratification by their respective governments, the articles of the convention and protocols which they prepare. Twelve nations have sent representatives to the conference at The Hague, the Dutch Government once again having afforded hospitality at that famous city of diplomacy to those engaged in an international work alike of high policy and of humanitarian endeavor. The meetings are held in a chamber in the Binnenhof, adorned with the paintings of Lairese. The proceedings were opened on December 4th by a welcome pronounced by M. Van Swinderen, the Dutch Minister for Foreign Affairs, and Bishop Brent, one of the American delegation, was elected president of the conference. The British plenipotentiaries are the Right Hon. Sir Cecil Clementi Smith, G.C.M.G., Sir William S. Meyer, K.C.I.E., Sir William J. Collins, D.L., M.D., F.R.C.S., and Mr. M. W. Max Muller, C.B., M.V.O. The other nations represented are the United States, Germany, France, China, Italy, Japan, Netherlands, Persia, Portugal, Russia, and Siam. The press is not admitted to the sessions, and the official language is French, though speeches are, it is understood, often made in English. Many technical questions of a pharmacological nature have, we understand, arisen, and these have been referred to a Technical Commission composed of those delegates who have medical or chemical qualifications. Nine nationalities were represented on this

Technical Commission, and the members and the names they represented were as follows: Germany, Dr. Kerp, of the Imperial Health Office of Berlin; America, Dr. Hamilton Wright and Mr. Henry J. Finger; China, Dr. Wu Lien-Teh, who fought the plague in Manchuria; France, Dr. Gaide, Medecin-Major in the Indo-Chinese colonies of France; Great Britain, Sir William Collins, Vice-Chancellor of the University of London; Italy, Professor Rocco Santoliquido, M. P.; Japan, Dr. Tomoe Takaki, Director of the School of Medicine in Formosa, and Dr. Kotaro Nishizaki, Director of the Hygiene Laboratory at Yokohama; Netherlands, Dr. J. G. Scheurer, Member of the Second Chamber; Russia, Dr. Chapirow, Honorary Physician to the Czar. Of this Commission Sir William Collins was elected president, and Dr. Wu Lien-Teh honorary secretary. Certain resolutions passed by the conference, dealing with the limitation of the production and distribution of raw and prepared opium have already appeared in the press. It is understood that, mainly on the proposal of the British representatives, steps are also being taken with a view to control the manufacture and distribution of morphine and cocaine. The question of "anti-opium remedies," so much puffed in China, is also under consideration.—**British Medical Journal.**

CIGARETTES

Thomas A. Edison, in his tour abroad, states that it is the ubiquitous cigarette smoking which is causing degeneracy and deterioration of the French people, rather than absinthe and other forms of vice and debauchery. We do not wish to convey the impression that Edison is an authority on social and biological matters, king and conqueror though he may be of the world of electricity. You will perhaps recall that a few months ago he asserted that four hours of sleep was enough for any individual, and that more than one-sixth of the time spent in sleep meant not only loss of time but mental and physical depletion as well. We shall not quarrel with the wizard of electricity over his theory of sleeplessness tending to greater longevity and usefulness. With regard to cigarette smoking we believe that his assertions are

on the whole true. The cigarette invites the whole category of vices and even in its effects alone leaves a mental deterioration that is beyond recall and beyond rejuvenation. Its most blighting effects are said to be due to the brain poison known as acrotoin which comes more from the combustion of the wrapper than from the tobacco. A cigarette is unsatisfying if not inhaled in order to obtain its blunting, anesthetic effect upon the central nervous system. The ordinary smoking of a pipe or cigar affects only the nerve-endings. It obtunds the nerves and may prove soothing and satisfying. Cigarette smoke strikes in more profoundly and carries the deadly acrotoin. The "pill" should be abolished by law. The state of Indiana prevents the sale of cigarettes.

Curcumin Paper.—Curcumin paper, for the detection of boric acid, is made by dipping best white blotting-paper in a solution of 0.1 Gm. of curcumin in 100 mls of 90 per cent. alcohol, and drying in a dark room; it should be kept in a well-stoppered bottle in a dark place. Curcumin is made by drying turmeric root at 100 deg., extracting it in a Soxhlet apparatus with petroleum ether for four hours to remove fat, and then drying and extracting in a similar way with benzol for about eight to ten hours. On cooling the benzol solution curcumin separates out in about twelve hours.—*Vierteljahrsschr. f. prakt. pharm.*, 1911, '72; through *Pharm. Zentralh.*, August 24, 1911, 900.

Hot Olivet

Two teaspoonfuls of beef tea in hot soda mug. Slice a couple of pitted olives, or if preferred, olives stuffed with red peppers. Place in a mug. Break into very fine pieces in the mug a saltine cracker. Season to taste. Fill with hot water and serve.

CHICAGO BRANCH OF THE A. Ph. A.

The December meeting of the Chicago Branch was held at the rooms of the Board of Pharmacy on Tuesday evening, December 19th. Doctor Bernard Fantus, Professor of Materia Medica and Therapeutics in the College of Medicine of the University of Illinois, addressed the Branch members on the subject of "Patent Medicines, the Pharmacist's Duty in Regard to Them." An interesting discussion

followed, and it was recommended that the editor of the Journal and the committee on publication be requested to give all possible publicity to the reports of the investigations of the Chemical Laboratory and Council on Pharmacy and Chemistry of the American Medical Association, also that the editorial staff of the Association be urged to make such investigations on their own account as may be deemed feasible.

AMERICAN MEDICO PHARMACEUTICAL LEAGUE

Members and non-members are cordially invited to attend the 15th annual meeting of the American Medico-Pharmaceutical League, on Monday, May 27, 1912, at the Hotel Astor, Broadway and 44th Street, New York.

Last year's program was as follows:
Election of officers.

Papers

President's address, Enoch Mather, M. Sc., M. D.

Address of Vice-president, Emilio L. Hergert, M. D.

Treasurer's address, Eugenie R. Eliscu, M. D.

Address of Recording Secretary—The Advertisement Evil, Bernard Sacks, Ph. G., M. D.

Address of Chairman Executive Committee, Samuel F. Brothers, Ph. G., M. D.

The Medical and Pharmaceutical Conscience, Charles W. Parsons, Ph. C., editor *The Practical Druggist and Pharmaceutical Review of Reviews*.

Interesting Instances of Accessory Sinus Disease, Wolff Freudenthal, M. D.

Insanity as a Defense for Crime, Edward E. Hicks, M. D.

What Ails Pharmacy? Albert Schneider, M. D., Ph. D., editor *The Pacific Pharmacist*, San Francisco.

The Correction of Nasal Obstruction in its Relation to Orthodontia, Lefferts A. McClelland, M. D.

The Dispensary Patient, Lucetta Mordeu, M. D.

Faeces and its Microscopical Examination, George W. Koch, A. B., Ph. D., F. C. S., etc.

Medical Aspects of Life Insurance, A. Moss, M. D.

Trachoma, Armin Nettle, M. D.
Treatment of the Inoperable Prostatic,
G. Morgan Muren, M. D.

Blood Changes Following Magnetic
Wave Treatment of Tubercular Subjects,
Emmett D. Page, M. D., LL. B. Discussion
by L. H. Warner, A. M., Ph. G., M. D.

Expert Medical Testimony, A. S. Nicholson, M. D.

Oral Prophylaxis, Charles A. Gomer,
D. D. S.

Dacryocystitis in a Child, J. Jay Kaiser,
M. D.

Dishonest Claims and Medical Testimony,
in Suits for Damages, C. Alanson Palmer,
M. D.

Pharmacist, Physician and Public, H. Rubin,
Ph. G.

Modern Methods of Diagnosis and Treatment,
in Genito-Urinary Diseases, Leo L. Michel,
M. D.

The Important Relations Between Pharmacists
and Physicians, Siegfried Ehrenberg, Ph. G.

The Temporary Teeth, J. Chester Haynes,
D. D. S.

Nihilism in Therapeutics, O. L. Mulot,
M. D.

Some Suggestions in Preventive Medicine,
William Moser, M. D.

A Few Facts and Figures on Checking Prescriptions,
as Well as Others for the Professional Pharmacist,
Robert E. Jones, Ph. G.

Dental Education of Physicians, from the
Dentist's Viewpoint, C. M. Norcom,
D. D. S.

Points to Bear in Mind, in the Diagnosis
of Common Surgical Lesions of the Abdomen,
George I. Miller, M. D.

Lobar Pneumonia: Observations Based on
Two Hundred Cases—Unusual Complications,
Philip I. Nash, M. D.

Chronic Idiopathic Dilatation of the Bowel,
Robert Emory Moore, M. D.

Dollars, Duty and Dentistry, George H. Muth,
D. D. S.

The Treatment of Diseases of the Heart,
Joseph Merzbach, M. D.

My Twenty-Five Years in Pharmacy,
Howard Miller, Ph. G.

What the Medical Man Owes to Himself,
Joseph W. Malone, M. D.

Hope in Medicine, William F. Nolt-ing,
M. D.

Members and non-members are cordially
invited to forward titles of short papers,
to be read at the coming convention.

SOME FREE ADVICE TO MEDICAL SPECIALISTS

Having for many years made a study of the influence of mind upon matter and vice versa, we are in position to advise surgeons and nerve specialists to supply fairly well-to-do citizens with electric runabouts and gasoline touring cars (flyabouts, family size, will be prescribed later). The rest is very simple indeed. The accidents and worry resulting from the use of these gift machines will keep the specialists* busy. Here is a statement showing net profit in five years to one surgeon due from one gift machine.

DR. CUT M. QUICK.

(Surgeon.)

One Runabout (to E. Z. Mark)...\$500.00

Professional services, 1904-1909

(E. Z. Mark.)

To sprained wrist (10 visits).....\$111.11

Dislocated jaw (caused by strong language) 59.10

Ruptured tendons (due to hyper-exertion in digging machine out of ditch) 243.80

Broken ankle (caused by kicking the machine in a fit of righteous anger). 371.00

Splint fracture of arm, broken ribs, contusions, etc. (including removal of one vermiform appendix on general principles) (due to slight loss of steering control while trying to speed against a racer)...1943.99

Showing a net profit of \$2,229.00 on the original investment of \$500, **which is not bad.** We also suggest an endless automobile-dealer, surgeon, nerve-specialist, undertaker, surgical-supply-house, lawyer, repair-shop, gasoline-dealer, wayside-inn, etc., combination.

For particulars write to our general manager of the Free Advice Department.

*Nerve specialists and surgeons could operate in pairs, going snacks on the cost of one machine. One machine will work for two specialists.

Pretty Punk Joke, That!

"Well," the doctor said, "I've paid off the mortgage on my home in Wood-lawn."

"Cock-a-doodle-doo!" exclaimed the professor.

"Now what do you mean by that?"

"Got your shanty clear, haven't you?"

—Chicago Tribune.

The Soda Fountain

What is "chocolate" and what is "cocoa"? We have at frequent intervals explained to the best of our knowledge the difference between the two, and have also made the suggestion that one or both ought to be included as an official drug in the Pharmacopoeia.

The Board of Food and Drug Inspection of the Department of Agriculture has now reached the conclusion that the definitions for these products as laid down in the "Standards of Purity for Food Products" are substantially correct. These standards have been adopted by the committee on Food Standards of the Association of Official Agricultural Chemists.

They are as follows:

Chocolate

The names "chocolate," "plain chocolate," "bitter chocolate," "chocolate liquor," and "bitter chocolate liquor," are applied to the solid or plastic mass obtained by grinding cocoa nibs without the removal of fat or other constituents except the germ, containing not more than 3 per cent of ash insoluble in water, 3.50 per cent of crude fiber, 9 per cent of starch, and not less than 45 per cent of cocoa fat.

"Sweet chocolate" and "sweet chocolate coatings" are terms applied to chocolate mixed with sugar (sucrose), with or without the addition of cocoa butter, spices, or other flavoring materials, and contain in the sugar and fat-free residue no higher percentage of either ash, fiber, or starch than is found in the sugar and fat-free residue of chocolate.

Cocoa

Cocoa, and powdered cocoa, are terms applied to cocoa nibs, with or without the germ, deprived of a portion of its fat and finely pulverized, and contain percentages of ash, crude fiber, and starch corresponding to those in chocolate after correction for fat removed.

Sweet cocoa, and sweetened cocoa, are terms applied to cocoa mixed with sugar (sucrose), and contain not more than 60 per cent of sugar (sucrose), and in the sugar and fat-free residue no higher per-

centage of either ash, crude fiber, or starch than is found in the sugar and fat-free residue of chocolate.

Cocoa nibs, and cracked cocoa, are the roasted broken seeds of the cocoa tree freed from shell or husk.

Milk chocolate and milk cocoa, in the opinion of the Board, should contain not less than 12 per cent of milk solids, and the so-called nut chocolates should contain substantial quantities of nuts. If sugar is added, for example, to milk chocolate, it should be labeled "Sweet Milk Chocolate," "Sweet Nut Chocolate," etc.

"Soluble," a Misnomer

When cocoa is treated with an alkali or an alkaline salt, as in the so-called Dutch process, and the finished cocoa contains increased mineral matter as the result of this treatment, but no alkali as such is present, the label should bear a statement to the effect that the cocoa contains added mineral ingredients, stating the amount. Cocoas and chocolates containing an appreciable amount of free alkali are adulterated. In the opinion of the Board, cocoa not treated with alkali is not soluble in the ordinary acceptance of the term. Cocoa before and after treatment with alkali shows essentially the same lack of solubility. To designate the alkali-treated cocoa as "soluble" cocoa is misleading and deceptive.

Hot Cherry-Egg

Into a mixing glass draw two ounces of cardinal cherry. Sweeten to taste with powdered sugar and add an egg. Shake thoroughly and strain into another glass. Fill with boiling water.

Tomato Clam Broth

Tomato bouillon, one ounce; clam bouillon, one ounce. Draw into a hot soda mug and add a dash of cream. Season to taste and fill with hot water. Add a little butter.

Hot Pineapple

Mix about three parts of pineapple juice with two parts of hot water and sweeten to taste. Drop a cube of pineapple in the mug.—From N. A. R. D. Notes.

The News Bureau of the Pacific Pharmacist

COMMITTEE ON PAPERS, C. PH. A., ISSUES CALL

At a meeting of the committee on papers of the California Pharmaceutical Association, held at the office of the chairman, Dr. A. S. Musante, 346 Columbus Avenue, San Francisco, it was decided to issue this call for papers to be read at the next annual convention to be held at the historic city of Monterey in May. It is desired that this "call to arms" shall stimulate prospective authors to action, so that long before President G. H. P. Lichthardt calls the members to order we will have prepared the best list of papers on current pharmaceutical matters that has ever been presented to the members of the profession before.

Those who accept this invitation are asked to communicate their titles to the chairman, whose address is as above, so that with the proper publicity no duplication will occur. Start in right away, so you will not be rushed, but will have lots of time to thoroughly review your essay, making it, in this way, an object of interest to those who attend the meeting.

If you have not the time or inclination to write a paper, help along by suggesting some topics of importance for others. The following subjects have already been suggested as titles for those who are inclined to write but have no choice, as yet, in the matter of

Suitable Topics

"Contracting for 'Lodge Prescriptions,' Evils of," "Sunday Closing," "Co-operation With Physicians," "Prescription Problems," "Higher Pharmaceutical Education," "Store Experience vs. College Education for

Future Pharmacists," "The Role of Women in Pharmacy," and "Needed Pharmaceutical Legislation."

WASHINGTON STATE BOARD OF PHARMACY

At a recent meeting of the Washington State Board of Pharmacy a resolution was passed changing the educational requirements:

On and after July 1st, 1913, all applicants for examination as registered pharmacists shall submit evidence of having satisfactorily completed one year of college work in a college of pharmacy recognized by the board and on and after July 1st, 1914, the board shall require evidence of having graduated from a college of pharmacy embracing at least a two-year course and recognized by the board.

The board will only recognize the two State Schools of Pharmacy in Washington, and such other schools or colleges in the country as hold membership in the American conference of pharmaceutical faculties.

Any pharmacist holding full registration papers obtained in another state prior to July 1st, 1912, shall be admitted to examination as candidate for registration.

Yours very truly,

JAMES LEE, Secretary.

Pasadena, Cal., Jan. 26, 1912.

Dear Editor:—I am writing you a short account of the case of the City of Pasadena versus Charles H. Ward and Charles L. Parsons, of the corporation of Charles H. Ward Drug Company and am doing so with no vindictive spirit and no desire to be revenged for the insult, but simply to show the druggists of California what they are up against, and to awaken them to the need of requesting the Legislative Committee of the California State Pharmaceutical Association, to draft such a pharmacy law as will be for the betterment of our

profession and that the dentists may likewise protect their profession, as the rulings in this case, if other similar cases come up, will surely tend to destroy the dignity of both professions. You are at liberty to use such portions of this letter as you may deem desirable.

About the middle of May last (exact date not needed) during the absence of both proprietors, a prescription was sent to the store by a graduate of dental surgery, who passed the state board ten years ago. Said prescription was for whiskey for the use of one of his patients. This prescription was filled, numbered, filed and delivered. Two months later it was refilled and about two months later it was refilled again. This time, before many doses had been taken, the husband returned from a bit of traveling, had a family row, seized the bottle, went to police headquarters with it, told his side of the case and was urged to file a complaint, which he did. The trial of Charles H. Ward was begun early in November and, on being submitted to the jury, he was acquitted on the second ballot. Mr. Parson's trial did not begin until January 17, 1912. On the afternoon of the 18th it was given to the jury. Nearly all were for acquittal, but at 10:30 p. m. the judge sent the jury home to report at 1:30 p. m. on the 19th, at which time he altered some of his decisions, recharged the jury, and sent them out with the result of a draw, seven for acquittal and five against. The following newspaper clipping from the Pasadena Daily Star from items supplied by Prosecuting Attorney Carr, is full of interest to every druggist and dentist in California. I submit it as it is and make no further comment. The two principal contentions of the drug company's attorney were:

First, no actual sale was shown by the evidence.

Second, as it was shown that the defendants in each case having had no knowledge of any of the sales, there could be no intent to commit any crime, therefore no crime could be committed.

City Attorney W. J. Carr said this morning that he had not yet definitely decided whether or not to bring Charles L. Parsons, secretary-treasurer of the Charles H. Ward Drug Company to trial again for an alleged violation of the municipal charter provision governing the sale of liquor. The jury trying the case against Mr. Parsons disagreed yesterday, as reported in last evening's Star.

"Although we failed in securing a conviction, we accomplished something of far greater importance in this trial than getting a verdict of guilty in the case of a single individual," declared Mr. Carr. "Judge McDonald ruled on three points of much significance, thoroughly establishing the fact that my contentions regarding the intent of this particular provision of the charter were the correct ones.

"These rulings will henceforth govern police court cases, so far as they concern the meaning of the charter. In the first place, the court ruled that, under the charter, telephone prescriptions, whether from a regularly licensed physician or not, cannot be legally filled by any drug store within the corporate limits of Pasadena. In the second place, Judge McDonald held that no dentist who does not hold a license entitling him to practice medicine in California can write a prescription for whiskey or any medicine and have it legally filled at a drug store. In the third place, and perhaps most important of all, the court ruled that the employer can be held responsible for the acts of servant, agent or employe, and can be found guilty, whether or not he has knowledge of or has given his consent to the act of the employe which constitutes a violation of the law.

"I have so many other matters to look after right now in connection with my official duties as city attorney that I will let the Parsons case rest for a time, deciding later whether to press it further."

Sincerely yours,

CHAS. H. WARD.

W. P. A. P. C.

The regular monthly meeting was held at the home of Mrs. Dockery in Oakland on January 26th. Elixir pepsin; the dispensing of protargol; manufacture of silver nitrate pills and different bases for scarlet red ointment were discussed. Miss Goodman's paper, "Wherein Shall We Excel," contained much that we hope to put in practise, as it tends to the uplift of our profession. In future we expect to have two papers read at each meeting. In February Dr. Barbat Winslow will receive the society at her home, 1128 Sutter Street.

JENNIE M. WHITE,
Secretary.

THE SAN FRANCISCO BRANCH OF
THE LADIES' AUXILIARY,
C. Ph. A.

The San Francisco branch of the Ladies' Auxiliary of the C. Ph. A. were entertained at the home of Mrs. and Miss McDonnell, 1212 Fell Street, on the evening of Wednesday, January 24th. The evening was spent in playing whist. Mrs. Bruce Philip winning the first women's prize and Mr. Harris winning the first prize for men. Afterwards refreshments were served and the guests departed all very much pleased with the generous hospitality of Mrs. and Miss McDonnell.

Those present were Dr. Josephine Barbat-Winslow and Mr. Winslow, Mr., Mrs. and Miss Whilden, Mr. and Mrs. Bruce Philip, Dr. and Mrs. John H. Dawson, Professor and Mrs. J. H. Flint, Mr. and Mrs. Will E. Murphy, Mr. and Mrs. Louis Harris, Mr. and Mrs. Thomas, Mr. and Mrs. N. Schwartz, Miss Beck and Mr. and Mrs. Pacher.

Monterey (Del Monte) meeting of
the C. Ph. A. May, 1912.

COLLEGE NEWS

On Thursday morning, February 1st, a very interesting lecture was delivered by Dr. Dudley Tait in the lecture hall of the dental department on skin grafting, touching briefly with example on various forms of skin grafting viz Homo, Iso, Heterograph, and cold storage. The medical, dentistry and pharmacy students were all assembled in one body for the first time, and lectures on various subjects which will be somewhat directly beneficial to these three professions will be delivered on the first Friday of each month.

The lecture for March will be on business and finances.

Considerable enthusiasm and interest has been taken in these little talks and it seems to be the first step to closer affiliations between these three professions which have been independent of one another for years.

"THE GRADUATE," THE SENIOR
ANNUAL OF THE CALIFORNIA
COLLEGE OF PHARMACY

At a recent meeting of the student body of the department of pharmacy of the University of California it was decided to publish a class annual to be known as **The Graduate**. The first volume is to be published under the auspices of the class of 1912, hoping that each succeeding class will follow the example set.

The object in publishing the annual is to keep the alumni of the department of pharmacy in touch with each other and with their **Alma mater** and furthermore to convey to the people of the State, and all other states for that matter, the progressive spirit of the students and graduates of the College of Pharmacy, binding the efforts to raise the status of pharmacy as a profession.

The initial edition of **The Graduate** will contain photographs of members

of the faculty, of alumni and of students, but most important of all it will contain a list of the alumni, giving the year of graduation and present address. It will also contain articles of vital interest to pharmacy, historical notes, etc. The students selected to carry out this work are J. Geo. Moore, business manager, and Clifton P. Rqse, editor, who are by experience competent to make the enterprise a big success.

All graduates of the department of pharmacy are requested to send their names and address to J. Geo. Moore, College of Pharmacy, Parnassus Ave., San Francisco, Calif., in order that the alumni roster may be complete. **The Graduate** will be ready for distribution by the first of May, 1912.

ALUMNI OF PHI DELTA CHI

The Alumni of the Phi Delta Chi Fraternity of the California College of Pharmacy have organized and elected the following officers for the ensuing year: R. A. Stauffer, president; D. Staniford, vice-president; R. Peterson, secretary-treasurer, and A. Lewek, sergeant-at-arms. The purpose of the organization is to maintain a club house in San Francisco in preparation for entertaining their visiting brethren in 1915. All alumni are asked to give their support. The club house is situated at present at 1243 45th Avenue.

ROY A. STAUFFER,
Scribe.

KAPPA PSI

The Kappa Psi fraternity held their semi-annual initiation at Polito Hall on Saturday evening, Jan. 3rd. In addition to this the election of new officers took place as follows: Edwin Hilby, regent; G. Dessel, vice-regent; Gus Classen, treasurer; Harry Rooney, secretary.

The greatest event of this evening was the initiation of our beloved member, Joseph Dessel, better known as Little Joe, who was up-to-date the hardest nut

to crack. Battling Nelson couldn't hold a candle to this boy. He ate up the rough stuff and with tears in his eyes cried for more, but we couldn't stand the pressure and passed him on as a record breaker.

The way Leo. Schwartz and Clyde Hudson went through the mill wasn't slow and had to hand it to them, for they, too, had iron constitutions.

The fraternity is now in the hands of the new officers and I am positive that progressiveness of this fraternity will be carried on in the future as well as in the past.

WILLIAM MOLITOR, Editor.

Bert Pennington, the webfoot Oregonian, swam to Los Angeles and back on the steamer Harvard, making the round trip in four days.

Frederick Lawhead, the shrimp, made a short trip to Woodland and back, crawling it in two days, another record breaker.

PHI DELTA CHI

The Phi Delta Chi fraternity held their annual banquet on Friday evening, January 2nd, at the U. C. Club, at 212 Stockton Street. The gathering of students and faculty outside of their daily work shows that there is still college spirit and life among us.

The club rooms were thrown open and at the disposal of the members and guests for a good time and from reports the morning after the night before they must have sure had a jolly time.

Dr. Simmons acted as toastmaster and fit the job to a tee.

Prof. Green spoke on the importance of college education, on which subject we know too much could never be said.

Prof. Nish gave a lengthy talk on the advice of a student after he had received his preliminary qualifications as a pharmacist, another subject which should be given close attention and impressed.

Dr. Carey and Dr. Wiley were present and made close examinations on

the food stuffs and agreed microscopically that everything was up to standard and assured us that we could eat with no fear of foreign detrimental bacterial fermentation.

Mr. Luck favored us with a song entitled "Nothing to Do Until Tomorrow." It carried the house and he got in strong. Dr. Schnieder being in Chicago on some government work could not be present.

The evening broke with familiar songs and college yells and old "Home Sweet Home."

BUSINESS OUTLOOK: Although it cannot be said that the past month has started the year off with a rush of business, yet it has made a satisfactory showing in retail circles and the jobbing section has been moderately active. The weather is apparently thus far playing a losing game against the figures of the normal rainfall. The rains have come, however, in good time, and the run-off has been practically nothing; therefore the inefficiency of the smaller figures may be accepted as proportionately greater than their numerical ratio. In the meanwhile there is surely a great deal going on and the foundations for a large production are being laid while home locating and improvements pertaining thereto are proceeding without abatement in rural districts. At the beginning of each year the question frequently asked is: "What kind of a year are we going to have?" When it is considered that last year's record of business, without showing at any time a remarkable activity, yet reached to a volume of very satisfactory proportions, there is good reason to expect that 1912 should be entirely as satisfactory or more so. With a steadily increasing population and the continuous agricultural and industrial development in the state, and upon the eve of immense expenditures planned in this city, there is every reason to confidentially look for a business that will establish a record in nearly all lines. It is well to recognize these things, for prosperity adds to confidence and confidence makes more prosperity. In the following table are shown comparative bank clearings in the five principal cities of the State for the past three years:

	1909	1910
San Francisco ...	\$1,981,874,000	\$2,323,772,000
Los Angeles	673,065,000	811,377,000
Oakland	96,527,000	157,480,000
San Diego	52,094,000	67,173,000
Sacramento	54,562,000	69,457,000
	1911	
San Francisco	\$2,427,075,000	
Los Angeles	942,906,000	
Oakland	172,666,000	
San Diego	88,127,000	
Sacramento	78,376,000	

February 3, 1912.

The Pacific Pharmacist.

Gentlemen:—The following is the list who were granted registration as assistant pharmacists at the recent examination of this board:

Louis Thors
 Clarence H. Stroup
 George Kobrick
 Edmond W. Young
 F. C. Buescher
 Ralph Benton Gable
 Virgil B. Lewis
 Bert W. Hays
 Frank D. Coleman
 Walter C. Barton
 Harold C. Deakin
 Oscar Claassen
 Francis R. Evans
 Agnes D. Fairweather
 Eugene P. Wilson
 Edson Wm. Rogers
 Clarence E. King
 Anna T. Jeffers
 Clifford J. Shepherd
 Stewart Thomas McGee
 Oscar C. Bley
 Thomas Gray
 Thomas W. Richards
 Council P. Harter
 Charles E. Murray
 Frank Green
 Harold M. Hartley
 Raymond R. Dalton

The following is the list who were granted registration as licentiates in pharmacy at the recent examination:

Louis H. Leibe
 John E. Triguero
 Arthur P. Lee
 George H. Nelson
 Henry C. Pfuger
 Grover E. Smith
 Werner W. Soderholm
 W. R. Gosewisch
 Geo. E. Haskell
 William M. Clarke
 F. L. Bayly
 R. R. Landon
 Frank R. Quick
 William Walter Wehner
 Walter L. Bruch
 T. S. Whitling
 Lewis Barnett Chase
 Ray W. Peet
 William M. Arnold
 S. J. Spaulding
 Wm. Underwood
 Thomas Axtell
 Joseph E. Arnold
 J. Everett Morgan
 James M. Thompson
 Orville B. Hunt
 Walter H. Scholfield
 Oscar A. Marton
 O. F. Lewis
 Alexander B. Levi
 P. A. Consantine
 Parker H. Thompson

Yours very truly,
**CALIFORNIA STATE BOARD
 OF PHARMACY,**
 Louis Zeh, Secretary.

IODONE, LILLY---A New Chemical Compound

Liberates Free Iodine on Contact with Moisture

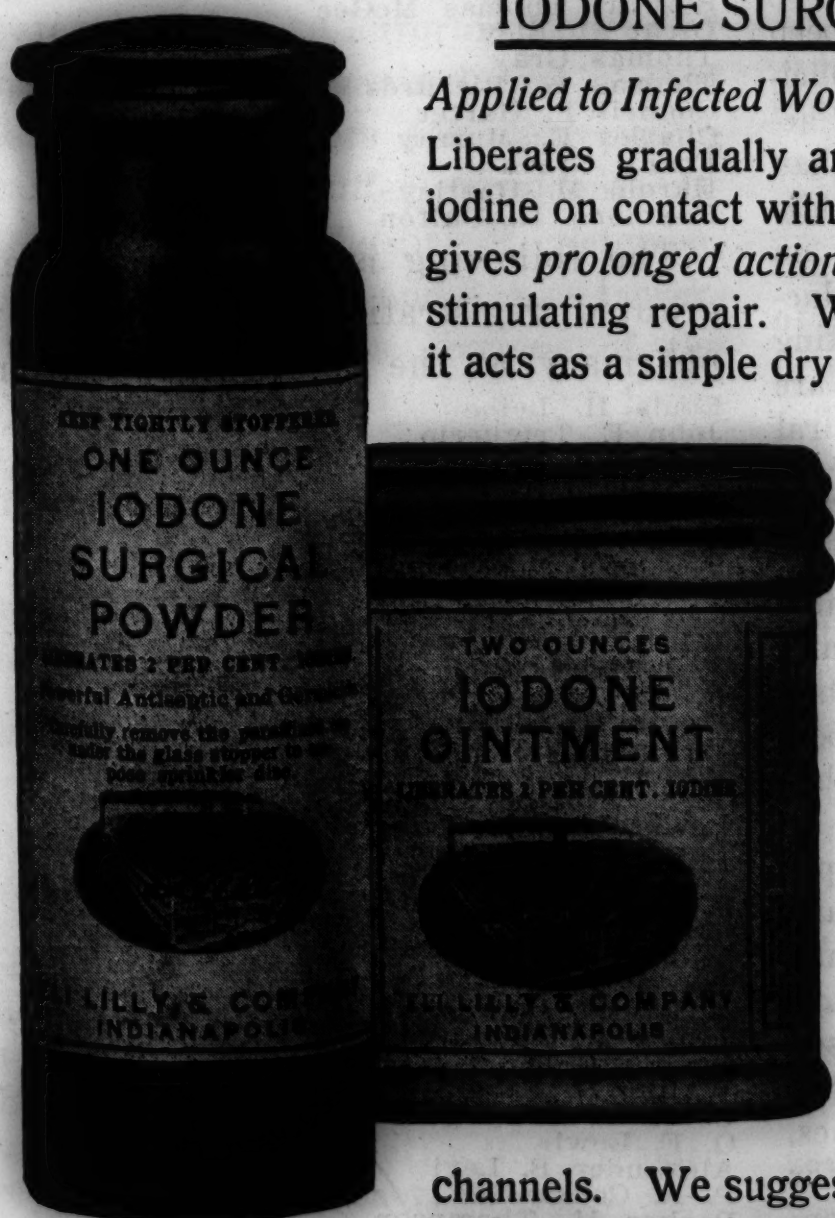
CHEMICAL NOTE—Iodone, Lilly, is produced by the action of iodine upon the anhydride of phthalic acid. It is a lustrous crystalline compound of dark green color. In the presence of moisture it liberates 52 per cent. of free iodine. To make it applicable to medical and surgical uses it is diluted with inert vehicles in such proportions that it liberates but 2 per cent. of free iodine on contact with moisture.

Iodone, Lilly, Makes Iodine Available for a Wide Range of Medical and Surgical Uses

For years iodine has been recognized as one of the best germicides, besides it possesses peculiar stimulating properties on the processes of repair. Its use in medicine and surgery, however, has been limited owing to want of satisfactory means of applying. The tincture is too irritating in many cases, besides it does not meet the demand for a dry dressing and previous dry preparations of the class of iodoform do not liberate free iodine under ordinary conditions. IODONE, LILLY, in both its forms frees iodine under the conditions stated above and all claims for it have been thoroughly established by extensive clinical tests.

IODONE SURGICAL POWDER, LILLY

Applied to Infected Wounds, Boils, Ulcers, Abscesses, Etc.
Liberates gradually and automatically 2 per cent. free iodine on contact with the moisture of the secretions. It gives *prolonged action without irritation*—sterilizing, and stimulating repair. When secretions of moisture cease it acts as a simple dry dressing.



IODONE OINTMENT LILLY

For Skin Diseases of Parasitic Origin, Eczema, Erysipelas
and other cutaneous affections where iodine is indicated.

An Opportunity for the Retail Druggist

These products are being advertised widely to physicians and in accordance with the well-known Lilly policy will be supplied solely through Retail Drug channels. We suggest that you prepare for early calls by ordering a few packages from your jobber.

ELI LILLY & COMPANY

INDIANAPOLIS

NEW YORK

CHICAGO

ST. LOUIS

KANSAS CITY

NEW ORLEANS



Personals and Trade Items

Some of Them Ought to be There

An editor was asking for admission to heaven.

"Can't let you in," said St. Peter; "the record of your good deeds never came to our exchange table."

"But," said the editor, "the postal authorities are to blame if you didn't receive my paper."

"Then you'll have to go to the other place and fight it out," said St. Peter; "the postal authorities are all down there."—**St. Louis Star.**

PRICE CHANGES: Fluctuations of the month have not been of material significance. **Glycerine** declined 1c on continued keen competition of makers, **Methol** and all **Lithium Salts** are higher, **Mercurials** lower. **Cocaine** advanced 20c, **Morphine** 40c. **Denatured Alcohol** 5c lower. **Cod Liver Oil** weaker on light demand. **Santonin** scored advances aggregating \$1.65. **Ergot**, **Guarana**, **Ipecac** and **Prickly Ash Berries** all 5c lower. **Sugar of Milk**, continued large demand has caused further advances. **Cocoa Butter** and **Mexican Sarsaparilla** firmer. **American Saffron** advanced 15c, **Larkspur** 10c, **Sabadilla** 10c, **Golden Seal** declined 15c. **Opium** and **Quinine** show no quotable change—demand somewhat light. **Senega Root** scarce and higher. **Jalap** and **Cotton Root** each declined 5c. **Manna**, both large and small flake, easier on large arrivals. **Long Buchu** declined 5c. In **Essential Oils** the advances are: **Lavender** 25c, **Croton** 5c, **Rose Geranium** 25c. Declines are **Cloves** and **Orange**, each 5c. **Oils**, **Lemon** and **Bergamot** show a firmer tendency. **Gallic**, **Tannic** and **Lactic Acids** are marked up 5c, and **Pyrogallol** 20c. **Tahiti Beans** on limited supplies are 25c to 35c higher. **Balsam Tolu** declined 5c. **Turpentine** advanced 2c, **Linseed Oil** 3c.—**L. & M.**

Langley & Michaels Co. recently installed a very attractive **Walrus Iceless Counter** and **Buffet Fountain** in the **Morrissey Confectionery** on **Devisadero Street**, this city. Part of the equipment was also a **Walrus Electric Automatic Carbonator**. The new fixture will doubtless add greatly to the popularity of this establishment.

The **Mont P. Chubb** drug store of **Redlands, Cal.**, has been remodeled. A steel ceiling has been put in the store, the old windows and show cases torn out and new and modern window cases installed.

B. R. Parker is preparing to start a drug store at **Riverdale**, where he will occupy quarters in the **Barrit building** as soon as it is ready to occupy. It will be fitted up with all the accessories to a modern drug store.

Amile J. Arighi has purchased the interest of **Harry Morris**, of **Napa**, in the drug store which has been conducted at the corner of **Main Street** and **Hunt Avenue** under the firm name of **Morris & Arighi** since **January 1, 1910**.

Mr. George Morris will open a drug store at **Cucamonga, Cal.**

W. R. McNair, proprietor of the **McNair Pharmacy** of **Glendora, Cal.**, has signed up a five year lease for the store room next to the **Boulevard** with the owner, **Mr. Frank Chance**, with an option of five more years if desired.

Miss Isabelle Holden and **Miss Hermie Smith** have opened the **Claremont Pharmacy** in **Claremont, Cal.**

Wm. Johnson has sold his confectionery business at **Ontario, Cal.**, to **Geo. T. Morris**, **Clifford Lamb** and others, who will open up a drug store at the present location.

Applications were received from the following **Riverside** drug stores for **liquor permits** under ordinance for the current year: **Adams-Johnson Drug Co.**, **Hardman Drug Co.**, **Banks Drug Co.**, **Mission Pharmacy**, **F. B. Pugh**, **SeBrell & Stewart**. Action was deferred for one week.

J. M. Boynton, one of the oldest and most reliable druggists of **Visalia, Cal.**, is righteously indignant at an article which appeared in the **Delta** in bold, black type, insinuating that he was selling liquor unlawfully. The **Delta** stated further that "the motion to take steps to revoke the licenses was made, but was held over pending the hearing next Wednesday." This statement is absolutely untrue, for no such motion was made.

Applications for renewal of liquor permits were submitted by the following druggists: Salt Lake Drug Store, Neblett's Drug Store, F. A. Gardner & Co., McCarty Drug Co., all of Riverside.

The new building for the Tustin drug store of Santa Ana, has been completed, and the stock of drugs is now being moved into the new location. It is expected that the store will open up for business the first of the week.

In order to conform to the new regulations of the state pharmacy board, the Bakersfield drug stores hereafter will not open their doors until 8 o'clock in the morning and will close at 9 at night. These hours apply to week days only. Sundays the stores will open at 9 o'clock and close at 1 o'clock in the afternoon. They will remain closed until 5 and then keep open only until 8 o'clock.

Everett M. Polsey, a young man who was at one time a drug clerk with the Justice Drug Co. of San Francisco, died at San Francisco on January 3rd at the age of 22 years. He was known in this city and was well liked. The cause of the death was consumption. The remains were interred at Cypress Lawn cemetery, San Francisco.

The Central Drug Co., Arthur Trudell, president and C. S. McKenny, secretary and treasurer, has taken a ten years' lease on a ground floor store in the new California building, Second and Broadway, Los Angeles, the transaction involving a rental charge of \$120,000. The store will occupy the entire Broadway frontage of the building from the corner of Second to the office entrance.

OVER 65 YEARS' EXPERIENCE

PATENTS

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Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

Harold Ross, 18 years of age, an employe of Week's Drug Store of Reno, Nevada, received a severe shock from an electric wire and for a time it was thought that it might result fatally. The young man had gone to the cellar to place an incandescent bulb in position when his little finger of the right hand came in contact with an exposed wire carrying a heavy voltage.

Schaafsna & Company, incorporated druggists, filed articles of incorporation through Attorney W. N. Rutherford. The capital stock is \$5000 and \$500 has been subscribed by the three directors, all of Stockton. Stockton is named as the principal place of business. The directors are H. F. Mary Schaafsna and Newton Rutherford.

Photographs of the King's Visit to India

Never was a royal progress better illustrated than that of the King and Queen to the Delhi Durbar in December. Newspapers and magazines have vied with one another in the excellence of the pictures presented. There have been gorgeous pageants, splendid processions and remarkably vivid glimpses of hunting scenes with that bizarre, romantic and fascinating background of Indian scenery to give them appropriate setting and atmosphere.

Maharajas, elephants, tigers and veiled ladies have flitted across the page and the ordinary newspapers is now almost as familiar with the appearance of the Diwas-i-Khan at Delhi as St. Paul's from Ludgate Hill.

The intimate and artistic views of the Royal Party from the camera of Mr. Ernest Brooks have been specially admired. Mr. Brooks occupies the distinguished position of private photographer to the King-Emperor. He uses "Tabloid" "Rytol" in developing his negatives and has recently addressed the following letter to Messrs. Burroughs Wellcome & Co. with regard to his chemical requirements:

Government House, Calcutta,
December 31, 1911.

Messrs. Burroughs Wellcome & Co.,
Snow Hill, London.

Dear Sirs,

I acknowledge with thanks, the receipt of your further supplies of "Rytol" Developer and other "Tabloid" Photographic Chemicals for which I cabled you from Aden. I am much obliged to you for the promptitude with which you have executed my order, and with these further supplies in hand, shall be fully equipped for all the photographic work I expect to do.

Believe me, yours faithfully,
(Signed) ERNEST BROOKS.

Gray Oil is an emulsion of Metallic Mercury in an oil jelly. The Mercury is not in solution but is in suspension in a very finely divided state, and in this finely divided state it is injected deep into the muscles of the buttock where the Mercury is slowly absorbed by the tissues and finally gets into the blood stream where it is distributed through the entire body.

Where it is difficult or impractical to give the injection of soluble Mercury Salts, Gray Oil or similar insoluble preparations are used because they permit injections four to ten days apart and thus obviate the necessity of the frequent call of the patient for injection. In giving an injection of an insoluble Mercury preparation a very much larger quantity of Mercury is injected at a time than would be injected in the case of a soluble Mercury injection.

In using Gray Oil, it is necessary to warm the tube gently over an alcohol or gas flame or in warm water in order to make the preparation thin and liquid; it is then taken into the syringe and needle (which must be warm to prevent congealing the Gray Oil) and injected deep into the muscles of the buttock, and the Gray Oil forced out of the syringe very slowly.

We also pack the following preparations in Sterilized Tubes:

Mer-cac-o-dol (Mercury Cacodylate)	Quinine Urea Chloride
Mercury Benzoate	Atoxyl (Arsacetin)
Mercury Sozo-Iodolate	Camphorated Oil
Mercury Salicylate	Caffein
Sodium Cacodylate 5%	Cocain
Sodium Cacodylate 13%	Neurasthenia Compound
Iron Cacodylate	Ergot
	Strophanthin

R. R. Rogers Sterilized Tubes GRAY OIL

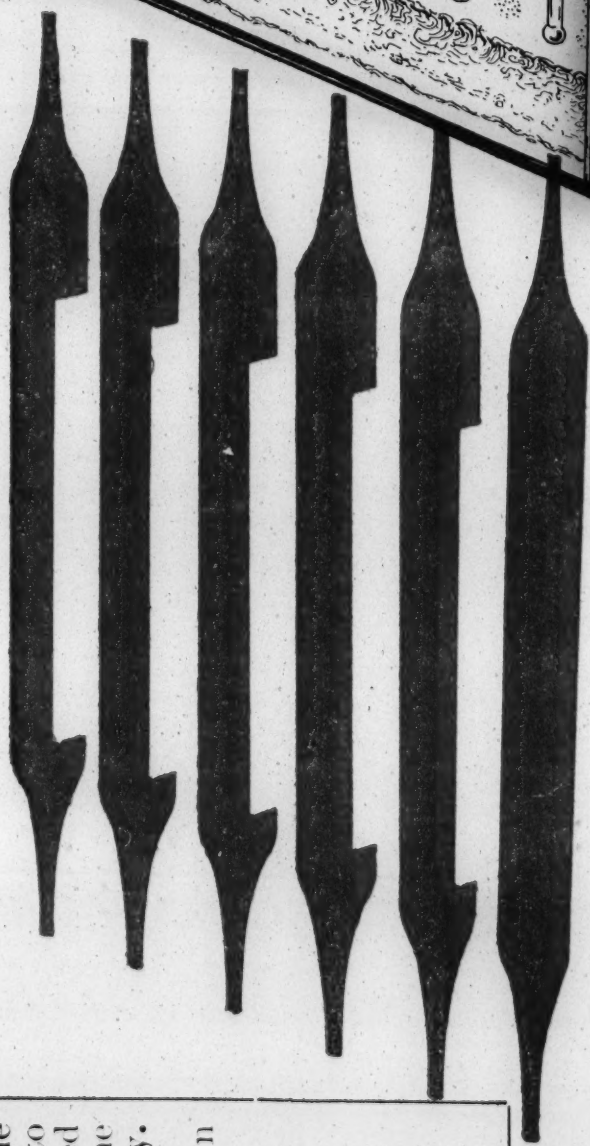
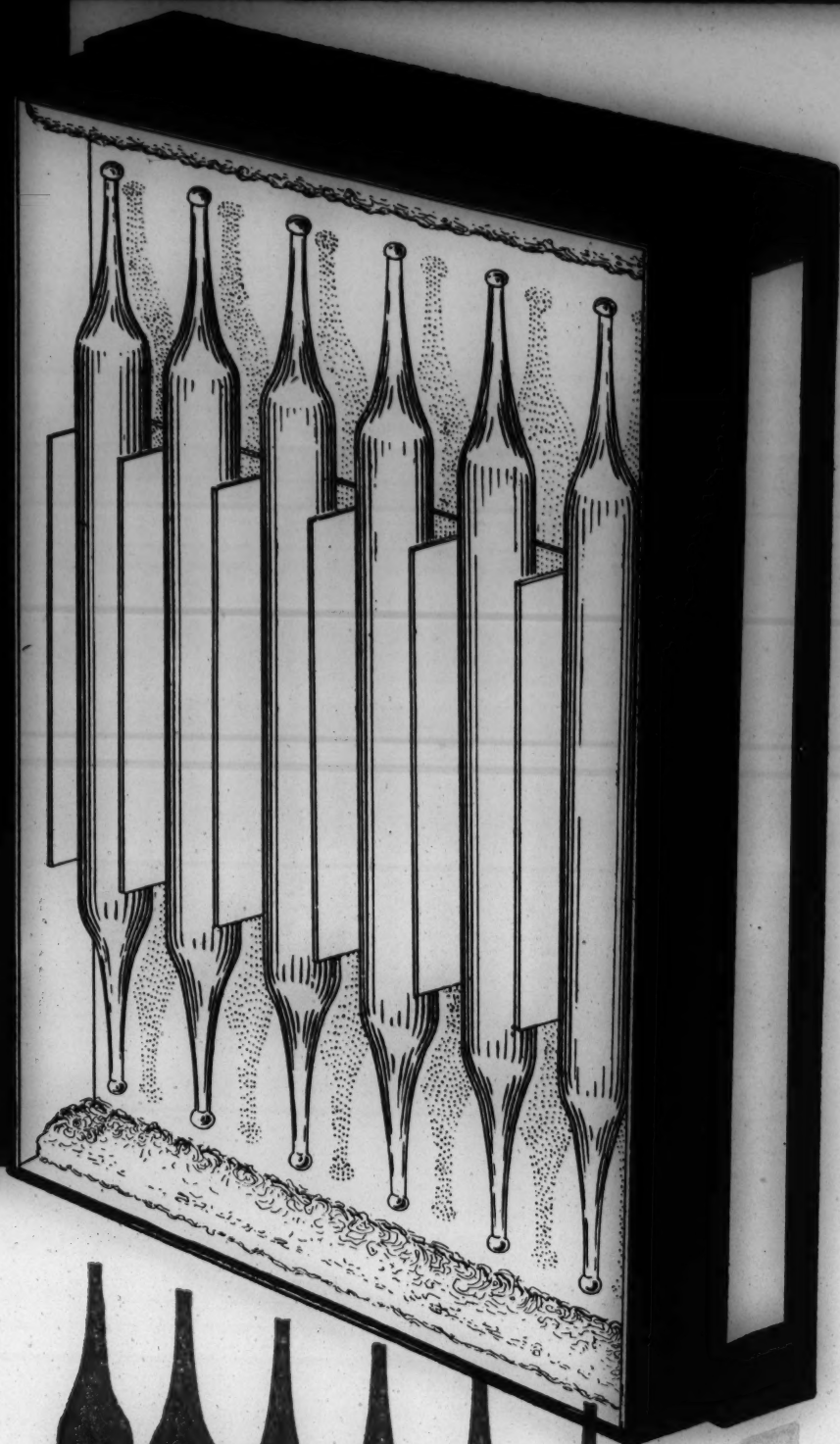
Each tube contains $\frac{1}{2}$ cc. (8 min.) of Gray Oil and holds 1 grain of Metallic Mercury in suspension in oil jelly.

PREPARED BY
R. R. ROGERS CHEMICAL CO.

527 Commercial Street

San Francisco, Calif., U. S. A.

Guaranteed under Food & Drugs Act, June 30, 1906. No. 12723



GRAY OIL

Each preparation is packed:

12 Sterilized Tubes in the Box, 2 layers deep, 6 Tubes in each layer

Each tube contains the safe average dose of the active drug.

The 16 preparations sell to the Physician for his personal use, at the uniform price of

\$1.50 per Box, less 1-3 to you as Druggist thro Wholesaler or us.

The Druggist generally charges patient a higher price where sold as a prescription

R. R. Rogers Sterilized Tubes

(AMPOULES)

For Subcutaneous, Intramuscular, Intravenous Injections

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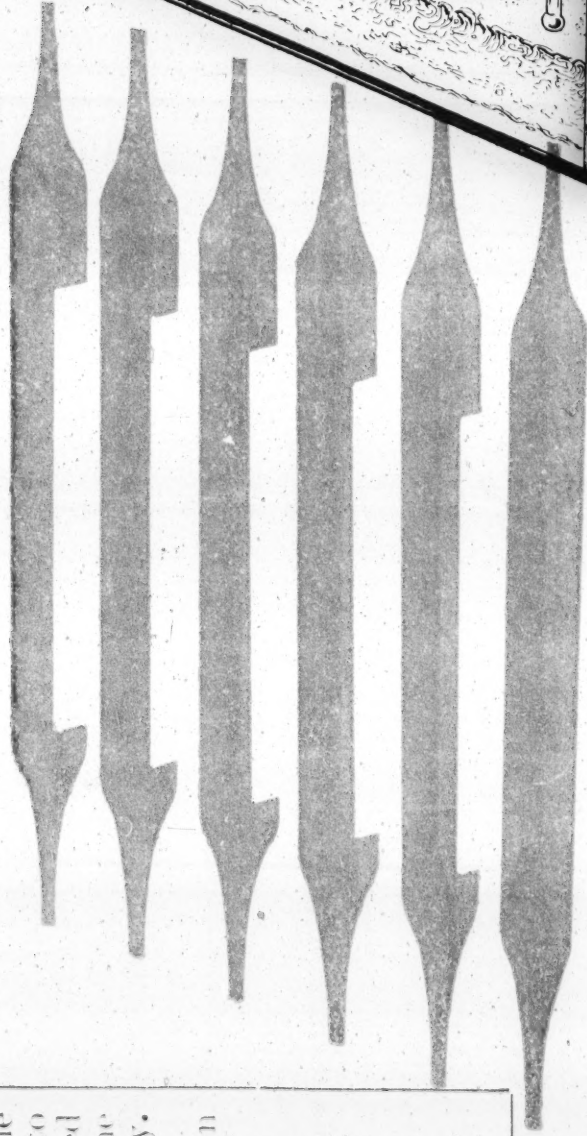
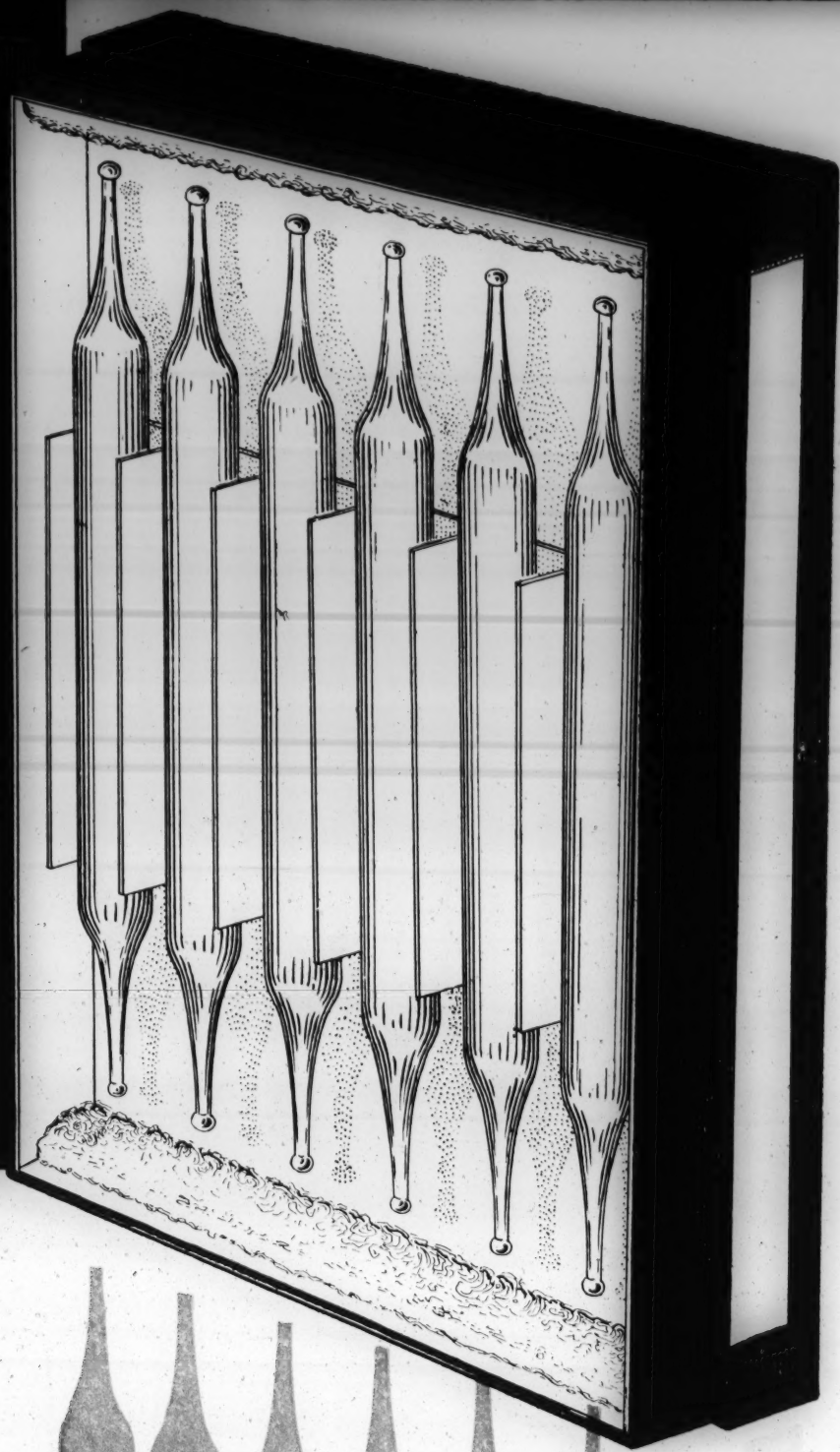
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For Subcutaneous, Intramuscular, Intravenous Injections

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FEATHER
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WESTERN PACIFIC

Through
Service
Daily

BETWEEN
SAN FRANCISCO,
OAKLAND,
KANSAS CITY,
ST. LOUIS AND
CHICAGO,
VIA
SALT LAKE CITY,
DENVER,
PUEBLO, OMAHA

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Can You Supply These Solutions?

Sterilized solutions in sealed glass ampoules for hypodermic use are now much in vogue. Their prompt adoption by physicians is easily explained. Solutions so provided have important advantages over those prepared in the ordinary manner. They are aseptic. They are ready for immediate injection. There is no necessity to wait until water can be sterilized and cooled. Accuracy of dose is ensured, each ampoule containing a definite quantity of medicament.

It was something like two or three years ago, if we mistake not, that Parke, Davis & Co., perceiving a probable demand for these ready-to-use solutions, brought out half a dozen formulas—solutions of Adrenalin, Codrenin, Cacodylate of Sodium and others. From this small beginning the line has expanded until now the company announces a total of about twenty distinct formulas. The full list, we understand, is now appearing in display advertisements in the leading medical and pharmaceutical journals of the country. Pharmacists will do well to look up these announcements and familiarize themselves with this fine line of solutions, for which there is certain to be a large and constantly growing demand.

Selling at Cost is at a Loss

In the present days of sharp competition, the druggist is compelled to be constantly on the lookout for preparations, which are what they claim to be, are attractively put up and allow him a fair margin of profit. They must be of the kind which brings the customer back to the store. This is the line of goods which the **Scott & Gilbert Company** of San Francisco put up. They guarantee the quality to be second to none. Look at their ad. They have a good line of non-secrets, selling at full prices to select from. In patronizing a California concern, the money will stay right here on the Pacific Coast.

AMERICAN MEDICO-PHARMACEUTICAL LEAGUE

Fifteenth annual meeting, Monday, May 27, 1912. Members or non-members desiring to read papers at this convention are invited to forward the titles. Membership dues \$2 per annum. All reputable physicians, pharmacists and dentists are eligible. Eugenie R. Eliseu, M. D., treasurer, New York City; Samuel F. Brothers, Ph. G., M. D., executive member and corresponding secretary, Brooklyn, N. Y.

Searby Bed Pan

has been used by thousands of patients under directions from hundreds of physicians, including many of the most eminent men of the Pacific Coast

It is a common-sense vessel that fits the body comfortably, and permits of the use of hot water douches while the patient is completely covered, thus securing the full benefit of the warmth in stimulating the circulation and relieving congestion.

Ordinarily it is used without the outflow tube shown in the cut, but when copious vaginal douches are needed, a gallon or more of hot water being employed, the "Outflow Attachment" is put on. This, acting as a syphon, carries off the water as it flows into the pan, and is then automatic so long as the water runs into the pan.

PRICES

Without Outflow Attachment. \$2.50
With Outflow Attachment 3.50



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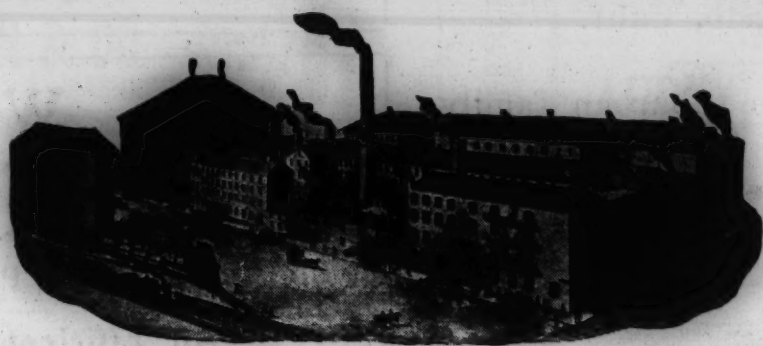
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BORDEN'S
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A Fair Profit to the Dealer

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Borden's Malted Milk

Our Bonus Plan makes this possible

Write today for particulars of the greatest
food proposition ever offered to the retail
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MALTED MILK DEPARTMENT

BORDEN'S CONDENSED MILK COMPANY
NEW YORK

To Exchange—For Drug Store, or store and building, 40-acre fruit ranch, four miles from Ceres, Stanislaus Co., Calif.; 12 acres peaches, 12 acres table grapes, 1 acre apricots—all choice varieties; 11 acres alfalfa, 2 acres timber, berries in abundance; all planted 1907-8, all under irrigation; 7-room house, good barn, good corrals and fences; good well (soft water), windmill and tank; stock and implements. A beautiful place; price, \$16,000. Dr. Byron F. Dawson, Modesto, Calif.

Drug Store for sale in suburban family district doing nice cash business; outside business interests require my time. Morgan's Pharmacy, Grand Station, Alameda, Calif.

For Sale and Exchange—We buy and sell Am. Drug Synd., Aseptic Products Co., Sanitol Chem. Co., Am. Drug Fire Ins. Co. stock. What have you for sale or in the market to buy? C. S. Mather & Sons, 17 N. LaSalle Street, Chicago, Ill.

Position Wanted.—Lady registered assistant pharmacist would like relief work or a permanent position. Address **Pacific Pharmacist**.

Salesman Wanted.—Salesman visiting the druggists of the Bay Cities can get as a side line, high class pharmaceutical preparations. Very favorable conditions. The Scott & Gilbert Co., 45 Ecker Street, San Francisco.

Our readers' attention is directed to the advertisement of Hall's Squirrel Poison on another page of this issue of the **Pharmacist**. This exterminator has an enviable reputation for dependability, and will be extensively advertised in the prominent agricultural publications this season. **Langley & Michaels Co.**, the proprietors, are offering some special concessions in price as will be seen on reference to their advertisement.

Crown Headache Powders

A GOOD SELLER

A SATISFACTORY REMEDY

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Invest \$9.00 and get \$21.00

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Made from Pure Vegetable Oils

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Langley & Michaels Co. have recently concluded arrangements with a prominent Eastern factory which will enable them to expeditiously handle orders for a high class of lettered prescription bottles. This house is now also making a specialty of a new graduated oval called the Reliance, which is already having a very gratifying sale.

NECCO WAFERS

Necco Wafers are a delicious eating wafer lozenge—well made—well wrapped and attractively displayed in boxes of twenty rolls each. Packed Wintergreen, Peppermint, Cinnamon, Chocolate, Clove, Lemon, Sassafras, Assorted.



These goods are irresistibly inviting in appearance and appeal to all discriminating candy lovers. That means a high class trade—a large volume of business and a handsome profit—just what every dealer, everywhere, looks upon as ideal conditions in handling confectionery. To dealers whose customers wish a transparent wrapper, we offer Hub Wafers. In every respect the same as Necco Wafers—same flavors—same price. The wonder of the confectionery trade today is the enormous and growing sale of Necco goods.

For Sale by the Jobbing Trade

New England Confectionery Co.

Boston, Mass.

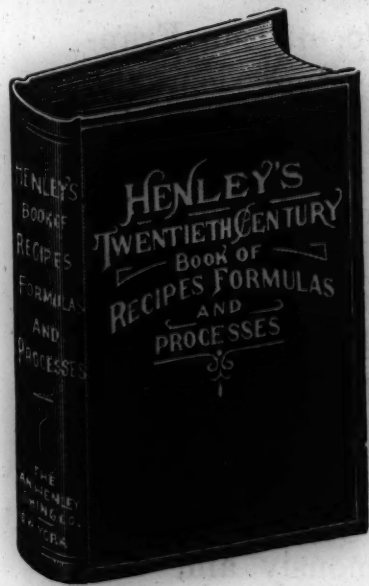
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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. **TWENTY YEARS' PRACTICE.** Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. **HAND-BOOK FREE.** Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. Address, **H. B. WILLSON & CO.** Patent Attorneys Box 173 Willson Bldg. WASHINGTON, D. C.

Tobacco Heart

For the typical tobacco heart, where the nervous mechanism is not only deranged, but the heart muscle itself from long continued toxic action has begun to suffer, **Cactina Pillets** often accomplished the most surprising results. Palpitation, precordial pain, vertigo, arrhythmia and muscular weakness are promptly overcome.

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Druggists' Glass Labels,
Shelf Bottles and Drawer
Pulls of every description.
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Order from your jobber.

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Drug Stores (snaps) for sale and trade
in 48 states. Also jobs. Established 1904.
Strictly reliable. Gilt edge references.
F. V. Kniest, R. P., Omaha, Neb.

Prunoids produce their results by stimulating normal secretions, rapidly increasing the fluid content of the faeces and gently increasing peristalsis. They are extremely palatable, easily taken even by young children, and when brought in contact with the secretions, rapidly disintegrate and produce their specific medicinal effect.

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Special Discount Announcement
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\$ 12.00 lots, assorted,
5 % discount

48.00 lots, assorted,
8 % discount

100.00 lots, assorted,
10 % discount

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For 200 Years
standard remedy of the world for
**KIDNEY DISEASES,
BLADDER TROUBLE,
GRAVEL and all
INWARD
INFLAMMATION.**

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FROM HAARLEM, HOLLAND

None Other is Genuine. Look for "C. SYLVESTER"
on the label

M. COWARD, Successor to C. Sylvester
Depot, No. 270 Greenwich Street, New York

J. C. Fratis, druggist at Tenth and Q streets, Sacramento, died at his home, January 11th. He formerly lived in Oroville and Truckee. He was survived by his widow, Laura W. Fratis, two sons, J. Elwood and James Bruce Fratis; brother, John Fratis; father, Manuel C. Fratis, and a sister, Mrs. Mary Reeves, of New-castle, Cal.

H. N. Stone, San Pedro, has sold his Front Street drug store to G. L. Irwin and the invoice of the stock is now being taken. Mr. Stone, with one exception, is the oldest business man in San Pedro.

Articles of incorporation of the **O'Neill Pharmacy Co.**, San Diego, Cal., were filed with the county clerk by J. H. O'Neill, S. K. Elliott and S. D. O'Neal. The new company is incorporated at \$25,000, and is to engage in the manufacture and sale of drugs here.

J. H. Bradley and **Sherwood Kinney** will open a drug store at the northwest corner of Trolleyway and Windward Ave., Venice, Cal.

Through the sale of a gold mine in California, **J. Otto Lee**, a member of the firm of Burkhart & Lee, druggists, of Albany, Ore., has received \$100,000 on an original investment of \$500, made one and one-half years ago, and expenditures since making the total investment about \$5000. This mine is located in the Coso mining district in Inyo county, Cal., and was sold to a mining syndicate for \$200,000. It was owned by the Albany man and his brother, L. W. Lee, who discovered it, each owning a one-half interest.

Dr. Key is contemplating many improvements in the Mission Drug Store, Bakersfield, Cal.

J. A. Hughes, a pioneer druggist of Bakersfield, has been elected president of the American Druggists Syndicate. This organization has more than 20,000 members throughout the United States and is one of the most influential organizations in the country. Mr. Hughes is prominently identified with the State Pharmaceutical Association of California.

"What we want," said the publisher, "is the terse, hard-hitting modern style of expression."

"I know," replied the writing person; "the stuff that sounds like profanity with a little benzoate of soda in it."—**Washington Star**.

Tubes (Ampoules) vs. Pills

In continental Europe sterilized tubes or ampoules as a means of administering a drug are used far more extensively than they are in the United States. In fact sterilized tubes (ampoules) are used far more extensively and universally than are pills or tablets in this country.

The particular circumstances which have lead up to this are about as follows: the injection into the vein, or the muscle, or beneath the skin absolutely insures absorption. There can be no elimination of the drug from the body by this method, until it has been absorbed and carried through the general circulation of the body into the excretory organs. Injection methods of treatment eliminate all the disorders of digestion that are caused by taking preparations by mouth. The patient actually gets the medicine when it is given by injection because of the necessity of coming to the physician for the injection, whereas in the case of pills or tablets the patient may remember to take the tablets or may take twice as many tablets or three times as many tablets as he should take.

R. R. Rogers Chemical Co. of San Francisco has done pioneer work on the Pacific Coast in the manufacture and introduction of preparations in Sterilized Tubes, also called Ampoules. Previous to their manufacture and sale of preparations in this form, only a very small percentage of physicians used this form of treatment at all and depended upon bringing such preparations from Paris or Italy, but since their advent into this field the number of physicians using this type of treatment has grown enormously and will continue to grow because of the decided advantages incident to this form of treatment. An excellent color plate of theirs appears also in this issue of the journal.

"Did that patient you were telling me about respond to your treatment?" asked the doctor's neighbor.

"Not yet," replied the physician. "I've sent him four bills already."—**Yonkers Statesman**.

"Why are you rushing around so today?"

"I'm trying to get something for my wife."

"Had any offers?"—**Louisville Courier-Journal**.

California College of Pharmacy

Department of Pharmacy, University of California

(Incorporated 1872. Affiliated with the University of California 1873)

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Chemistry

Botany and Pharmacognosy
Bacteriology

Pharmacy

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W. T. WENZELL, Ph. M., Emeritus Professor of Chemistry.

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Admission—Two years of high school work or its equivalent are required to enter upon the regular college course (Ph. C. degree).

Degrees—Pharmaceutical Chemist (Ph. C.) on completion of the two years' course. Bachelor of Pharmacy (Phar. B.) on completion of the three years' course.

NEXT TERM WILL OPEN SEPTEMBER 5, 1912

Course in Drug and Food Analysis

Open to graduates and others who are properly qualified. The course is intended to prepare the candidate sufficiently to make chemical and microscopical examinations of drugs, drug products and foods in compliance with the Federal and State pure food and drug laws. Drug assaying and other chemical work, the microscopical examination of drugs, spices and food products, and the bacteriological testing of pharmaceutical preparations, water, milk, etc., are among the subjects taught. Those who complete the course are qualified to do work in food and drug laboratories.

The next course will begin September 11, 1911, and end April 30, 1912.

For further information, address FRANK T. GREEN, Dean.

CALIFORNIA COLLEGE OF PHARMACY,
Affiliated Colleges, San Francisco.

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Extra Fare
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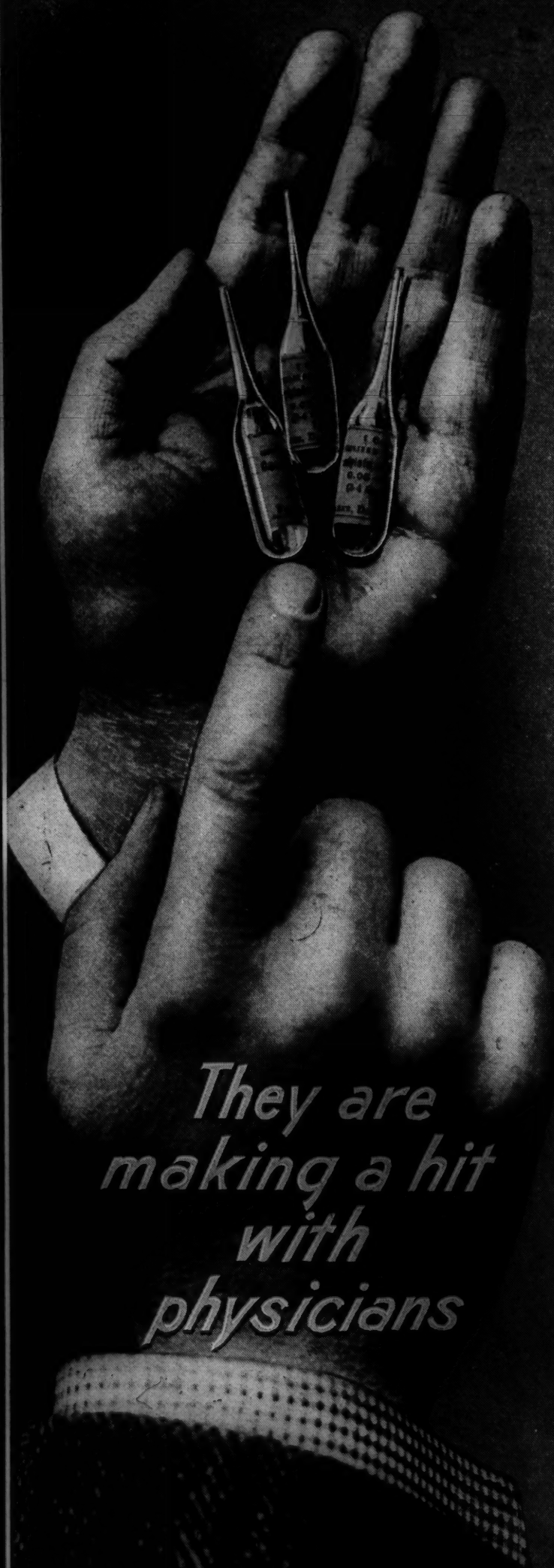
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KIRK, GEARY & CO.

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CALIFORNIA

Sterilized Solutions in Glaseptic Ampoules



*They are
making a hit
with
physicians*

THESE solutions have many advantages over those prepared in the ordinary way. In the first place—and this is important—they are always ready for use. With the ampoules at hand the physician has no need to wait until water can be sterilized and cooled—he can make a hypodermatic injection instantly. Then again, each ampoule contains a definite quantity of medicament, insuring accuracy of dose.

1. Adrenalin Chloride Solution, R 1 (1:10,000). 1 Cc. ampoules.
2. Adrenalin Chloride Solution, R 2 (1:1,000). 1 Cc. ampoules.
3. Caffeine and Sodium Benzoate. 2 Cc. ampoules.
4. Camphor in Oil. 2 Cc. ampoules.
5. Codrenin, R "C." 1 Cc. ampoules.
Ergot Aseptic. 1 Cc. ampoules.
6. Eudrenin, R "B." 1 Cc. ampoules.
7. Iron Citrate (Green). 1 Cc. ampoules.
8. Iron Arsenite. 1 Cc. ampoules.
9. Iron Arsenite and Strychnine. 1 Cc. ampoules.
10. Mercuric Iodide, Red, 1% (Aqueous). 1 Cc. ampoules.
12. Morphine and Atropine, R "A." 1 Cc. ampoules.
13. Morphine and Atropine R "B." 1 Cc. ampoules.
14. Morphine and Hyoscine. 1 Cc. ampoules.
15. Pilocarpine Nitrate. 1 Cc. ampoules.
16. Pituitrin. 1 Cc. ampoules.
17. Quinine and Urea Hydrochloride, 1%. 5 Cc. ampoules.
18. Quinine Dihydrochloride. 1 Cc. ampoules.
20. Sodium Cacodylate, $\frac{3}{4}$ Grain. 1 Cc. ampoules.
21. Sodium Cacodylate, 2 Grains. 1 Cc. ampoules.
22. Sodium Cacodylate, 3 Grains. 1 Cc. ampoules.
23. Sodium Cacodylate, 7 Grains. $1\frac{1}{2}$ Cc. ampoules.
24. Strophanthone, Dilute. 1 Cc. ampoules.

Pharmacists will do well to carry a judicious assortment of these ampoules, which are coming into extensive use.

PARKE, DAVIS & COMPANY

Home Offices and Laboratories, Detroit, Michigan.